Jason B. Smith

Executive Profile | Post-Acquisition Systems, Data and Automation | Former General Manager, Founder with an Exit

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I work with new owners in the first weeks after an acquisition to show them what the business actually runs on and where the fastest improvements are. I have been the General Manager of an acquired manufacturing business, led the ERP cutover that let its new owner operate from day one, and built and sold a company of my own. I do the work myself.

WHAT I DELIVER AFTER THE CLOSE

- **Systems and data map:** the applications, spreadsheets, integrations and people the business depends on, and where the data in each comes from.
- **Dashboards and monitoring owners can trust:** the handful of numbers that run the business, reconciled to source and checked automatically.
- **Ranked improvement list:** the technology and automation wins with the fastest payback, with effort and risk for each.
- **Implementation:** I build the integrations, reports and AI automation on that list, or hand a clear specification to your team.

RELEVANT EXPERIENCE

- **Day-one ERP cutover for an acquirer.** Led a three-month Microsoft Dynamics NAV (Navision) implementation for about 30 users at RAD Technologies after it acquired Arrow Electronics' custom manufacturing division, so the new owner could run a multi-location business from day one.
- **General Manager through a transition.** At 27, held P&L responsibility for over $50M a year and 72 people across sales, purchasing, engineering, production, quality and warehouse. Led the transfer of production to Mexico and the orderly closure of the local site.
- **Commercial growth.** As account manager for InFocus, grew the largest account from $10M to over $20M a year in 18 months.
- **Founder with an exit.** Bootstrapped Audience Synergy, a healthcare data company, to $1.7M in revenue at 35%+ net margins with no outside capital, and sold it in December 2025. I have been through diligence and a handover as the seller, and stayed on as transition consultant through September 2026.
- **Resilient cost structure.** Kept that company profitable every year after losing its largest client, because overhead was variable and partnerships were revenue-share.
- **Current systems work.** In 2026 built about 200,000 lines of production software solo: a data pipeline processing 300M+ records a day, owner dashboards, automated monitoring, and AI agents that do routine work with a person approving key decisions.

CAREER SUMMARY

SCAIL LLC, Founder and Principal, Vancouver, WA | December 2025 – Present

Audience Synergy, LLC (acquired December 2025), Founder and CEO | March 2016 – December 2025

NW Scrubs, Inc., Founder and President, Portland, OR | October 2007 – February 2016

RAD Technologies, General Manager, Hillsboro, OR | July 2004 – December 2006

Arrow Electronics, Manufacturing Manager, Hillsboro, OR | January 2001 – July 2004

Education: BSBA, Marketing, University of Delaware, with two years of mechanical engineering study

HOW I ENGAGE

Fixed-scope project in the first weeks after close, then fractional or interim as needed. Remote or hybrid from the Portland–Vancouver area; short-term travel considered. Portfolio and case studies: scail.llc