

# Jonathan Hart

I started my career helping startups in Africa & Europe as an operator and right-hand to founders, notably closing landmark deals for a venture-backed gaming startup. I have moved to America to work at the frontier and follow my calling, which is to build businesses at the rare yet potent intersection of passion, purpose, skill, and commercial value: what the Japanese call *Ikigai*.

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## Professional Experience

**Carry1st** | *Founder's Associate -> Business Development Lead* | 01/2024 – 08/2025

- Report directly to the Co-Founder & COO.
- Oversee existing partnerships with Activision, Electronic Arts, and Riot Games.
- Promote Africa at key industry gatherings in the USA, Europe, and China.
- **Key Deals:** Originated and closed deals with China's #2 games publisher (NetEase), Southeast Asia's #1 games publisher (Garena), and Africa's #1 music streaming service (Audiomack).

**The Delta** | *Growth, Product, and Program Management* | 01/2021 – 06/2023

- Backed ambitious founders at a venture builder with a \$6bn portfolio.
  - Facilitated \$9m and \$30m fundraises for a healthtech and a fintech startup.
  - Established company's theory of unfair advantage for evaluating startups.
  - Scaled the growth department by making 8 hires, including 3 direct reports.
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## Education

**MIT Sloan School of Management** | *Master of Business Administration (MBA)* | 08/2025 – Present

- Invited on Dean's Fellowship for Outstanding Merit.
- Co-President, MIT Gaming Industry Club & MIT Robotics Club.
- Multi-hackathon winner, including CSAIL Agentic AI Hackathon.
- Teaching Assistant to Executive MBAs for 15.702 "Macroeconomics and Global Markets".

**The University of Cape Town** | *Mathematical Statistics and Business Administration* | 01/2017 – 12/2020

- **Academic Excellence:** Graduated top of class with four consecutive years on Dean's Merit List.
  - **Class Medals:** Awarded for BUS 4050W "Strategic Thinking", STA 4010W "Operational Research and Statistics", and CSC 3022H "C++ With Applications".
  - **Scholarship:** Awarded UCT's Vice-Chancellor's Scholarship, given to only 5 applicants annually.
  - **Leadership:** Served as class representative for at least one course in each year of study.
  - **Activities:** AI Society, Entrepreneurs Society, Student Residence Committee.
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## Outside Passions & Projects

**Jiffy Tutors** | *Co-Founder*

- Built and exited South Africa's largest university tutoring marketplace.

**Bulungula Incubator** | *Project Manager*

- Raised funds and built an off-grid computer center South Africa's poorest rural community.

**Google Developer Student Clubs** | *Club Lead*

- Trained and mobilized thousands of students across Sub-Saharan Africa in STEM.

**Interests:** Languages (Chinese, Japanese), CrossFit, Reading, Travel, Gaming