

Encon Commercial, Inc.

Commercial Real Estate Services

BIOGRAPHY

Jonathan Poto - Marketing Associate

I provide solutions to your problems.



Jonathan Poto - Marketing Associate
and Team Coordinator, Director

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EDUCATION

- B.S. in Management Science
& Engineering (Stanford University)
- Minor in Political Science (Stanford U)
- A.A. in Business — Accounting (LBCC)
- Proficient in Spanish

CAREER

- Business Development for Honey Pacifica Co
- Analyst for Steinberg Sports & Entertainment
- Project Coordinator for Ambros Construction
- Project Manager for JRC Wrought Iron
- Construction Consultant for Collie Build LLC



Jonathan Poto, Marketing Associate and Team Coordinator of Encon Commercial is responsible for assisting in all aspects of marketing, requirement generation, market analysis, site selection, document completion, negotiations, and client servicing, helping to facilitate commercial, office, retail, and land deals in the greater Los Angeles market on behalf of Encon's regional, national, and international clients.

Mr. Poto began his professional career as an Analyst at Steinberg Sports and Entertainment, where during his tenure he developed the initial marketing plan and client packet for athlete recruitment, which became an integral part in Leigh Steinberg's return to the top of the sports agency world with the signing of star NFL athlete Patrick Mahomes. As a hobby, Mr. Poto also helped his father's local honey company Honey Pacifica leapfrog national competitors in the SoCal market by being early to the online website sales, direct-to-consumer shipping, and digital marketing trends that are now standard.

Mr. Poto shifted to the real estate adjacent world of construction in 2020, joining Ambros Construction as one of its first 4 employees, leading highly efficient digital marketing strategy as well as negotiating the company's largest deal which broke Ambros into the world of commercial multi-unit new build, from residential remodeling. Shortly after, Mr. Poto earned a role as a Project Manager at JRC Wrought Iron where he was directly responsible for all aspects of the estimating, sales, design, production, and installation of commercial and city security fencing projects. Mr. Poto's experience as a multi-functional asset capable of solving any problem that came to the door led him to start his own consulting company Collie Build LLC where he assists construction business owners with insurances, the small business and minority owned business certification process, and estimating projects off of architectural plans.

Mr. Poto joined Encon Commercial in 2025 where he successfully applies the same full service consultancy approach to all the work he does on behalf of his clients. Under the tutelage of Managing Director John Scatoloni, Mr. Poto is quickly becoming skilled in all aspects of commercial real estate deals, working hand and hand with Mr. Scatoloni to deliver a premier level of services to commercial clients.

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