LORRI D. JENKINS

[redacted] [redacted]

PROFESSIONAL SUMMARY

Visionary Business Leader with 16 years of progressive experience leading, creating, developing and managing programs and operations. Organized, strategic thinker focused on establishing quality programs that enhance learning and improve academic, professional and economic opportunities for underserved underserved
youth and communities.

PROFESSIONAL PROFILE

- Influential and motivational leader with a successful history of mentoring and managing staff and volunteers
- Substantial experience managing complex programs and bringing them to scale; expertise in program design, management, implementation and evaluation; strong curriculum, workshop and conference programming experience
- Accomplished in business planning and improvement, including developing and maintaining budgets, overseeing operations and managing staff and resources; excellent understanding of sales, marketing, communication and technology development strategies
- Creative problem solver adept at formulating actionable plans that maximize revenue with minimal resources
- Effective communicator with clear verbal, written and presentation skills; demonstrated ability to understand and represent diverse viewpoints
- Results driven innovator; well versed in leveraging technology to enhance processes, monitor and evaluate outcomes, assess resource needs and ensure compliance and fidelity
- Consummate planner, able to create vision, build strong teams and bring order to chaos
- Relevant experience securing funding and maintaining strong relationships with foundations, government, corporations and private donors; substantial relationship and partnership building experience with school districts, community-based organizations, corporate and government entities, non-profit organizations and universities
- Excellent understanding of the barriers to success impacting under-served youth and communities; demonstrated commitment to working with and expanding learning and job opportunities for under-served populations
- Considerable knowledge of traditional and non-traditional learning environments, strategies and best practices; excellent understanding of the needs of diverse learners; relevant teaching experience in face-to-face and online settings

PROFESSIONAL EXPERIENCE

Illinois Violence Prevention Authority (IVPA) 2011 – Present
Program Director, Governor's Neighborhood Recovery Initiative (NRI)
IVPA is a state funding agency that seeks to reduce violence throughout Illinois. The Neighborhood Recovery Initiative supports youth and community development through four key components: school-based counseling, juvenile reentry case management, youth employment and parent mentoring. In addition to monitoring $33.5M in grant funding, other responsibilities entail providing leadership and direction for administration and operations including: technical assistance and training; model implementation; data collection and evaluation; reporting; and ensuring quality and compliance for 155 grantees (183 agreements and budgets). Duties also include oversight of an effective and collaborative support team comprised of staff, consultants and partner organizations.

- Work closely with steering committees and government agencies to shape programmatic vision and goals
- Resolve sensitive issues related to funding decisions and grantee relations
- Maintain effective communication with the Governor's staff and board to support priorities and implement strategies
- Represent the agency in various public and private forums; evaluate potential grantees for funding

Adjunct English Professor Present and 2007 - 2010
Governors State University
Support departmental and university goals by providing quality instruction in writing and literature to graduate and undergraduate students. Experience includes teaching diverse student populations in online and traditional classroom settings.

- Integrate critical thinking and analysis as key elements of coursework and discussion
- Utilize student experience and diversity as tools to promote collaboration, cultural understanding and participation
- Enhance learning effectiveness by creating connection and value between classroom learning and daily activities

National Black MBA Association (NBMBAA) 2009 – 2011
National Program Manager – Youth Programs
NBMBAA is a national non-profit organization dedicated to providing professional development and support to minority business professionals. Responsibilities included providing leadership and direction to a team of 60 volunteers in the advancement and expansion of a multi-initiative youth program serving high school students in 44 domestic and international chapter programs. Program offered leadership training, personal development, academic support and scholarships to under-represented youth.

- Built program infrastructure and realigned programming with learning objectives and curriculum
- Revamped youth program and annual youth conference with fresh and innovative new programs, processes and branding
- Successfully improved marketing materials and branding to raise awareness and increase sponsorship

NBMBAA 2006 – 2011
National Program Manager – Career Services
Managed career improvement programs including: planning, designing and implementing strategies for delivering custom leadership and professional development courses. Organized and selected staff for career service center serving 12,000 attendees during annual conference.

- Developed marketing and revenue models that raised visibility, supported operations and minimized costs
- Created successful center operations model that enhanced conference value, raised visibility, increased participation and secured continuous sponsorship

NBMBAA
Special Project – Corporate Partner Development Department Restructure June – Sept. 2010
Selected by the CEO to assist with restructuring the fundraising department. Team was charged with developing an effective sales model that created alignment between the organization's funding needs and sponsorship opportunities, improved the agency's image within the funding community; and met sales goals for the year.

- Secured over $600K in funding from sponsors; prepared sponsorship packages and proposals for target funders
- Provided leadership on creation of sales collateral and communications strategy
- Represented the organization in sponsorship events around the country to build relationships with funders and raise money

LDJ Consulting 2005 – 2007
Principal Consultant
Created and implemented strategic solutions for non-profit organizations and small businesses that improved operations, raised visibility and enhanced future funding opportunities. Services entailed evaluation, planning, execution and management of budgets, programs, projects and educational events.

- Developed strategies and marketing collateral that communicated program benefits and services to targeted audiences
- Created effective revenue plans that maximized operations with minimal cost
- Successfully managed cross-functional teams to complete deliverables within timeframes and budgets

Family Support America 2001 – 2005
Project Manager
Managed the execution and reporting of activities related to all major grants for non-profit organization. Key responsibilities entailed budget management up to $1.5M, contract development, supervision of subcontractor deliverables and completion of all interim and final grant reports submitted to foundations.

- Worked closely with senior management to plan and execute grant activities and source consultants
- Successfully managed relationships with foundation staff and executives
- Provided resource referrals for individuals and community based organizations

Ark Capital Management 1998 – 2001
Business Manager
Effectively managed agency operations, human resources, special projects and events for boutique venture capital firm. Worked closely with fund partners to develop capital raising strategy and marketing campaign for second investment fund.

- Established and maintained key relationships with management company and fund investors
- Planned and executed successful investor meetings and fundraising events for existing and potential donors
- Established new processes for deal evaluation and accounting and managed all major projects and corresponding budgets

EDUCATION

M.A. English – Governors State University – University Park, Illinois
B.A. English – California State University – Bakersfield, California

TRAINING & VOLUNTEERISM

Additional Training and Coursework: Organizational development, business management, course design, curriculum development and Spanish language courses

Volunteer: Panelist 2010 College Smart Fair – Illinois Student Aid Commission (ISAC)
Principal for a Day 2009/2010 Morgan Park High School – Chicago Public Schools
Competition Judge 2009/2010 – Illinois Institute for Entrepreneurial Education (IIEE)
Board Member – Matteson Public Library, Matteson, Illinois