

JESSICA A. BROWN

Oakland, California



LEADERSHIP QUALITIES AND BELIEFS

- Committed first and foremost to people: using mentorship to inspire colleagues to best operational performance
- Enjoy bringing order to fast-paced innovation and start-up style environments
- Learning and growth-driven, with a desire to constantly improve personally and professionally in constructive settings

SUMMARY OF QUALIFICATIONS

- 12 years of experience providing program management, strategy, and innovation solutions for commercial and public sector clients across 4 continents: U.S., Kingdom of Saudi Arabia, Turkey, India, Vietnam, Switzerland and Italy
- Training and experience include strategy for social sector institutions, organizational change, performance measurement, exponential technology trends, prize design, advanced facilitation techniques, human-centered design, data analytics (Excel, SAS, STATA) and data visualization (Tableau)
- Laser-focus on organizations that leverage innovative finance and entrepreneurship to support underserved and under-represented populations to drive economic development and access to sustainable livelihoods
- Ability to generate discussion and strategy on implications of new technologies and their uses across industries

RELEVANT EXPERIENCE

XPRIZE Foundation, *Director*, <https://www.xprize.org/visioneering>

Visioneering Lead, 2018 Cycle, April 2018 – December 2018

- Lead of Visioneering “Accelerator” prize competition program, including training, mentorship and preparation for 10 teams of external consultants (35 people total) in prep for “competition of competitions” in front of 350 C-suite level ecosystem members
- Provided strategic guidance on competition designs for team topics including Off-Grid Energy, Natural Disaster Prediction, Feeding the Next Billion, Saving Coral Reefs and Lifting Farmers out of Poverty
- Successfully designed organization’s first Design Hackathon and Pitch Fest attended by 150 Board members and ecosystem members including Tony Robbins, Tom Chi and HRH Princess Reema Al Saud; received standing ovation at event conclusion
- Tightly managed \$4.2M budget for project execution, including Accelerator program and final Visioneering Summit
- Managed Sponsor Relations for seven entities contributing \$.25-\$.5M each, including the Tony Robbins Foundation and Accenture

Visioneering Chief of Staff, 2017 Cycle, February 2017 – March 2018

- Co-developed and lead training, mentorship and preparation for 15 external consultants through prize competition training program
- Provided strategic guidance on competition designs for team topics including Alzheimer’s Disease, Abundant Clean Energy, Clean Air, Cybersecurity, Democracy and Zero Waste Mining
- Directed work and provided leadership to team of two internal staff during time of organizational turmoil
- Project managed overall program, including liaising with stakeholders across four internal departments

Deloitte Consulting, LLP, *Sr. Consultant, September 2012- August 2016; Consultant June 2010- August 2012*

- Led teams to manage and implement projects to ensure client needs, project goals, budgets, and timelines were met
- Responsibilities included interfacing with clients to ensure expectations are exceeded, controlling engagement scope, managing and leading resources to effective delivery, and tracking project milestones against contracts

Relevant Deloitte Consulting Projects:

S&R Foundation, Halcyon House and Fillmore School, Strategic Advisor to COO and Fellow, Washington, DC

- Advised on market entry, funding and segmentation recommendations for tech fellow in social impact incubator
- Provided strategic guidance for organization’s COO on their newest arts incubator initiative, including first draft of organization’s artist in residence program, desired outcomes and program scope; recommendations implemented

World Bank Group, Washington, DC

- Used Tableau analytics tool to analyze staff and expenses in 10,000-person development organization
- Recommended functional organization design changes to drive decisions on transition to global practice model

AgResults, Washington D.C.

- Lead prize designer for \$118m program between five development agencies and the Bill & Melinda Gates Foundation providing prize-based financing to improve results in smallholder farmer agriculture in developing countries
- Day-to-day lead on design of competition to incentivize low emissions rice cultivation in rural Vietnam
Business case and research adopted by committee, leading to \$10m investment and implementation of project

United States Department of State, Office of Program Management – Ministry of Interior, Riyadh, Saudi Arabia

- Prepared organization's integrated master schedule to track all activities of multi-faceted joint program office
- Collaborated with Public Diplomacy bureau to increase Saudi Ministry of Interior participation in programming

Greenhouse Session Consultant, Multiple Locations

- Created bespoke meeting environments for C-suite level clients struggling to work through strategic challenges
- Incorporated research on exponential technology trends, implications for industry, and activities and frameworks to build momentum, goodwill and personal accountability to implement new ideas
- Meeting outcomes included: selection of options for digital transformation of a consortium of banks, understanding the customer experience for job acquisition services, and impact of new tech on financial advisory services

Confidential Commercial Client, Washington, DC

- Developed business case for entry into global staffing industry for private equity client
- Conducted on-site interviews in India and Turkey to gather information for input into feasibility study

University of California, Berkeley, Berkeley, CA

- Guided C-suite level leadership to decision on future-state organization design for student information system
- Conducted 25+ leadership interviews, defined guiding principles and developed a vision for future state operations
- Performed data analysis and visualization to support decision-making and understand the delta of change
Recommended model prevented creation of shadow systems, encouraged stronger dialogue and highlighted broader system-wide challenges for future improvement

Deloitte Foundation Data Analytics Fellowship, Washington, DC

- Developed, lead, and implemented program providing grad students with consulting training and research grants
- Trained 25 graduate and PhD students and distributed \$80k in Deloitte Foundation funding
- Pilot program on anti-human trafficking led to interactive research too; students invited to present findings to Malaysian government; program being scaled to five additional Universities across the US

RAISE DC, Washington, DC, January 2014 – February 2014; April 2015- June 2015

- Conducted metrics diagnostic for collective impact organization to improve cradle-to-career education results
- Recommendations to optimize organizational performance and leverage key partners were adopted
- Led execution of 1-day volunteering event for 40 Deloitte practitioners, focused on awarding organizations using data to drive education outcomes
- Ideas generated were adopted, deploying \$100k in funding to education institutions in the District of Columbia

U.S. Department of State, Foreign Affairs Student Trainee, September 2009– June 2010; Washington, D.C.

- Co-created strategy documents in cultural diplomacy and science & technology for revamp of Public Diplomacy program

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- Provided feedback on Public Diplomacy metrics website to statistically evaluate the efficacy of global programs

District of Columbia Public Schools, *Senior Associate, Data Accountability & Assessment*,

Washington, DC, June 2008 - August 2008

- Supervised 15 temporary staff in the successful auditing of 16,000 student transcripts in D.C. Public Schools
- Identified systemic issues with transcripts that were flagged for policy alterations
- Calculated statistics regarding student retention, promotion and failure rates

EDUCATION

- *University of Geneva*, Geneva, Switzerland, **International Organizations Master of Business Administration**
- *Georgetown University, McCourt School of Public Policy*, Washington, DC, **Master of Public Policy**
- *University of California-Irvine*, Irvine, CA, **Bachelor of Science in International Studies**, Global Cultures Minor

TRAINING

- Institute for the Future – Future Forecasting Training; January 2018
- StartingBloc Social Entrepreneurship Training, October 2016; Mentor, October 2017
- +Acumen, Financial Modeling for the Social Sector
- Stand & Deliver, Advanced Facilitation Techniques
- Lean Six Sigma Greenbelt

SKILLS AND INTERESTS

- Microsoft Office Suite (PowerPoint, Excel, Word, OneNote, Access, Project)
- Tableau 9.0
- Loves dancing, science fiction, travel, hiking, and going on adventures with her co-pilot, Buddy the Husky
- Languages: Italian (Advanced Beginning), French (Advanced Beginning), Arabic (coursework), Turkish (coursework)