

Atarah Jauregui

Chief Development Officer

✉ atarah.jauregui@gmail.com

☎ (582) 036-9037

📍 123 Elm Street, Oklahoma City, OK 73102

EDUCATION

Master of Business Administration in Nonprofit Management at University of Oklahoma, Norman, OK

Sep 2009 - May 2013

Relevant Coursework: Nonprofit Governance, Financial and Human Resource Management, Fundraising and Revenue Generation, Strategic Planning and Implementation, Impact Measurement and Evaluation, Marketing and Public Relations, and Leadership and Ethics.

LINKS

[linkedin.com/in/atarahjauregui](https://www.linkedin.com/in/atarahjauregui)

SKILLS

Fundraising

Networking

Negotiation

Strategic Planning

Salesforce CRM

Project Management

Financial Analysis

LANGUAGES

English

Hindi

HOBBIES

PROFILE

A dynamic and results-oriented Chief Development Officer with a decade of experience in driving organizational growth and innovation. Proven expertise in strategic planning, fundraising, and stakeholder engagement, coupled with a strong background in project management and partnership development. Demonstrated ability to lead cross-functional teams, optimize resources, and implement transformative initiatives to achieve both short and long-term goals. Adept at cultivating relationships, enhancing brand visibility, and fostering a collaborative environment to empower teams and maximize impact.

EMPLOYMENT HISTORY

● Chief Development Officer at Devon Energy Corporation, OK

Apr 2023 - Present

- Successfully secured over \$500 million in funding for various projects, enabling the company to expand operations and invest in new technologies, resulting in a 12% increase in annual revenue.
- Led a team of 20 professionals in the Development department, achieving a 95% project completion rate and consistently meeting or exceeding deadlines, contributing to a 10% growth in production capacity.
- Streamlined internal processes and implemented new project management tools, reducing project development time by 25% and saving the company an estimated \$2 million annually in operational costs.
- Developed and maintained strategic partnerships with key industry players, resulting in the acquisition of three new oil and gas fields, increasing Devon Energy's market share by 8%.

● Senior Director of Development at Paycom Software Inc., OK

Aug 2020 - Feb 2023

- Successfully led a team of 30+ software developers to deliver a new payroll processing system, which increased Paycom's annual revenue by 15% and improved client satisfaction by 20%.
- Streamlined the software development process by implementing Agile methodologies, resulting in a 25% reduction in project completion time and a 30% increase in overall team productivity.
- Spearheaded the integration of artificial intelligence and machine learning technologies into Paycom's core products, leading to a 10% improvement in data accuracy and a 5% reduction in manual processing time for clients.
- Oversaw the successful migration of Paycom's software infrastructure to a cloud-based platform, reducing operational costs by 20% and increasing system uptime to 99.99%.

● Director of Development at American Fidelity Assurance, OK

Aug 2013 - Jun 2020

- Successfully increased annual revenue by 25% over a three-year period, resulting in an additional \$15 million in sales for American Fidelity Assurance in Oklahoma.
- Implemented a comprehensive donor management system, leading to a 30% increase in donor retention and a 20% boost in overall donations within the first year of implementation.