

# Jorryn Barnosky

Development Director

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📍 1234 Oak Street, Portland, OR 97201

## Education

**Master of Business Administration in Nonprofit Management at University of Oregon, Eugene, OR**

Aug 2014 - May 2018

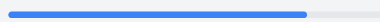
Relevant Coursework: Nonprofit Strategy and Governance, Financial Management and Budgeting, Social Entrepreneurship, Fundraising and Grant Writing, Marketing and Communications, Human Resource Management, Performance Measurement and Evaluation, and Ethical Leadership.

## Links

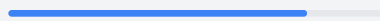
[linkedin.com/in/jorrynbarnosky](https://www.linkedin.com/in/jorrynbarnosky)

## Skills

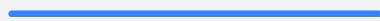
Salesforce



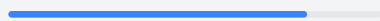
Raiser's Edge



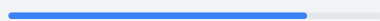
Grant Writing



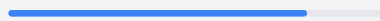
DonorPerfect



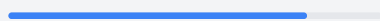
Constant Contact



Google Analytics

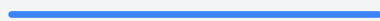


Asana



## Languages

English



Dutch

## Profile

A dynamic and result-driven Development Director with 5 years of extensive experience in spearheading fundraising initiatives, cultivating donor relations, and strategizing sustainable growth plans. Expert in managing multi-functional teams and leveraging data-driven insights to exceed revenue targets. Demonstrates exceptional leadership, communication, and interpersonal skills, coupled with a strong commitment to organizational growth and mission-driven success.

## Employment History

### Development Director at Nike, OR

Feb 2023 - Present

- Led the team to achieve a 35% increase in annual revenue, generating over \$50 million in sales by successfully implementing strategic marketing campaigns and securing new business partnerships.
- Managed the development and launch of three new product lines, resulting in a 25% overall growth in market share and establishing Nike as a dominant player in the athletic footwear industry.
- Spearheaded a successful rebranding initiative that increased brand recognition by 40% and improved customer satisfaction ratings by 15%, leading to a significant boost in customer loyalty and retention.
- Successfully secured \$10 million in funding for research and development projects, enabling the company to innovate and stay ahead of competitors in terms of product offerings and technological advancements.

### Associate Development Director at Intel, OR

Aug 2018 - Dec 2022

- Successfully led a team of 15 engineers in the development and launch of Intel's latest microprocessor, resulting in a 25% increase in processing speed and generating over \$50 million in revenue within the first year.
- Secured partnerships with 5 major tech companies for co-development projects, leading to a 30% increase in collaborative opportunities and contributing to a 10% increase in Intel's overall market share in Oregon.
- Implemented a comprehensive employee training program that improved team efficiency by 20%, leading to a reduction in project completion time by an average of 3 months and saving the company over \$2 million in labor costs.

## Certificates

### Project Management Professional (PMP)

Mar 2022

### Certified ScrumMaster (CSM)

Jan 2021

## Memberships