

JASON T. JENKINS

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SENIOR STRATEGIST & INNOVATOR

Process Improvement ~ People Centric ~ Driving High-Performance Metrics

Seasoned professional with a combination of 10+ years' experience in developing and implementing diverse engagement strategies and strategic advancement plans. Award-winning community development and team building trailblazer using leadership experience to empower individuals to deliver exemplary customer experiences by partnering with stakeholders to influence generational change. Driven, champion of innovation, and internal/external transformational change models.

Areas of Expertise

Community Engagement – Change Management – Skilled Presenter – Performance Metrics – Community based Equity
Strategic Planning – Diversity Acumen – Team builder – Creative Problem Solving

Notable Achievements

40 under 40 honoree | Ida B. Wells Social Justice Award | City of Columbus Equity Agenda Team Lead
Lincoln Theater Board Member | City of Columbus Small Business Agenda Team Lead

PROFESSIONAL EXPERIENCE

THE CITY OF COLUMBUS, COLUMBUS, OH

August 2017 to Present

Director of External Affairs

Enhance public relations and community affairs by developing collaborative relationships with key constituencies, government agencies and corporations to advance Mayoral priorities. Facilitate Columbus' first small business ecosystem and small business agenda. Developed and implemented the first interdepartmental advancement tracking system used in all grant and chief request discussion. Active committee member of the City of Columbus Equity Agenda, which assess all 11 City departments, policies and procedures thru an equity focused lens.

- Work with all City departments and key staff members to develop marketing/PR specialist to promote new and ongoing initiatives in their respective area.
- Develop and implement strategic outreach and engagement plan for the Mayor's office.
- Represent the Mayor's office at community meetings, various boards and commissions.
- Respond to the needs and concerns of issues directly affecting or voiced by citizens in all Columbus communities.
- Work in partnership with community/neighborhoods organizations, and key constituency groups to develop and implement programs, events, and initiatives that advance the agenda of the Mayor's office.

THE OHIO STATE UNIVERSITY, COLUMBUS, OH

October 2012 to August 2017

Director of Development

Developed a 50 million dollar cultivated prospect portfolio in a 12 month time frame. Successfully cultivated, solicited and stewarded multiple gifts by university alumni and friends. Consistently met and exceed all metrics to support the largest campaign in university history. Verified opportunities, pinpointed risks, and spotted market trends to retain forecast precision. Fostered long-term relationships with donors while driving major gifts (100k+) focused on donors' needs and wants.

- Identified and tracked new major gift prospects; substantiates capacity; identifies philanthropic interests and recommended assignment and next steps.
- Initiated personally scheduled visits with donors and corporate prospects that have a specific strategic objective that is intended to either deepen the university-prospect relationship or advance major gift conversations.
- Developed and implemented an annual stewardship plan focused on specific initiatives for acknowledgement, recognition and reporting.
- Built, maintained and served as primary prospect manager for a portfolio of 125+ major gift prospects.
- Forecasted budget for the fiscal year, as well as identify and implement cost saving strategies.

BIG BROTHERS BIG SISTERS, COLUMBUS, OH

August 2007 to October 2012

Assistant Vice President of Community Outreach and Volunteer Recruitment

Successfully managed relationships with 80+ major corporations, governments and community organizations within Central Ohio. Developed and implemented the largest recruitment effort in Big Brothers Big Sisters History; which in turn moved the agency to the third largest Big Brothers Big Sisters agency in the country. Successfully managed several federal and private grants totaling \$10.5 million and consistently met all compliance metrics. Planned coordinated and executed all recruitment events for the agency.

- Coordinated with the Marketing/PR Director and the Vice President of Development on programs, media releases and media coverage.
- Advised Big Brothers Big Sisters of Central Ohio board and staff on issues pertaining to multicultural communities involving community outreach, mentor/mentee recruitment, marketing, publications, and advancement strategies.
- Implemented staff training programs, ongoing project management, review, coordination and expansion of all program procedures to achieve goals set by leadership.
- Assisted in writing and managing multiple federal and corporate grant funded projects, ranging from \$15 million to \$50 thousand dollars.
- Communicate with high-ranking officials in the community, corporate sector and government to boost recruitment efforts.

EDUCATION & PROFESSIONAL CREDENTIALS

Bachelor of Science Computer Science: OTTERBEIN COLLEGE

Bachelor of Arts Sociology: OTTERBEIN COLLEGE

Project Management Certificate: Lean Six Sigma Yellow Belt

African American Leadership Academy: Graduate