

JENNIFER KAPLAN

(b) (6)

Strategic leader of teams with strong communication skills and a record of working with high-level executives in the public and private sectors to deliver results.

PROFESSIONAL EXPERIENCE

GREATER WASHINGTON PARTNERSHIP, WASHINGTON, DC

Vice President, Engagement and External Affairs, May 2017 – present

Serve as senior executive establishing and managing the Partnership's relationships with key influencers across the region, ensuring that external engagement is extensive and effective.

Responsibilities include:

- Manage relationships with Partnership Board of Directors and external stakeholders from Baltimore to Richmond, including coordinating the Board's COVID-19 reopening efforts and executing 11 Board meetings
- Lead a government relations function including maintaining relationships with dozens of federal, state and local electeds, coordinating public policy executives at Partnership companies and implementing lobbying policy
- Steer cross-functional development and execution of Partnership's thought leadership strategy including convenings with senior leaders from across the Capital Region in the civic, business, and non-profit sectors
- Serve as member of senior leadership team, supporting the development of organizational goals and strategy, advising on personnel, and building the Partnership's database of over 6,000 stakeholders

THE WHITE HOUSE, WASHINGTON, DC

Director, President's Commission on White House Fellowships, August 2011 – April 2017

Strengthened the nation's premier leadership development program for public service by delivering high-level placements, a new curriculum and the most diverse classes in White House Fellows history.

Responsibilities included:

- Led and managed the non-partisan White House Fellows program, including a staff of five and a budget of approximately \$1 million
- Coordinated with the Executive Office, the Office of the Vice President, senior White House officials and Cabinet officers to secure full-time positions for Fellows and managed ongoing placement performance
- Strengthened program by developing new leadership curriculum, including specialized trainings on negotiations and equity, created recruitment strategies based on data analysis and executed selection process
- Represented the Fellows program publicly, and built and maintained relationships with key external stakeholders, including 29 members of the President's Commission on White House Fellowships, 19 members of the Board of Directors of the Alumni Association, and a nationwide alumni network of more than 700 Fellows

GOLDMAN SACHS, CHICAGO, IL AND WASHINGTON, DC

Vice President, Office of Corporate Engagement, July 2011 – May 2014

Led *10,000 Small Businesses*, one of Goldman Sachs' core philanthropic initiatives, in the Midwest facilitating the recruitment and training of hundreds of small business owners in Chicago, Cleveland, and Detroit.

Responsibilities included:

- Managed 3 regional teams and a broad coalition of national and local partners to deliver program results of job and revenue growth
- Executed and analyzed effectiveness of over \$10 million in multi-year grants to community colleges and Community Development Financial Institutions
- Organized media events with "thought leaders" including members of Congress, governors, mayors, and business leaders; conducted briefings on Capitol Hill for lawmakers

THE WHITE HOUSE, WASHINGTON, DC

Deputy Director, White House Council on Women and Girls

Special Assistant to the Director, Office of Public Engagement, January 2009 – June 2011

Supported the development of the Obama Administration's agenda for women and girls, coordinating and leveraging the expertise of senior government officials and hundreds of women leaders and advocates.

Responsibilities included:

- Led an inter-agency team of White House and Obama Administration officials to develop and advance a policy agenda for women and girls
- Served as the administration's primary liaison with women leaders and organizations and coordinated over 25 White House events, conferences, and briefings with the participation of the President, Vice President, and Cabinet officials

OBAMA-BIDEN TRANSITION PROJECT, WASHINGTON, DC

Presidential Personnel, November 2008 – January 2009

Supported the establishment of a personnel process for the Obama Administration, particularly in the areas of senior level appointments and ambassadorships. Briefed incoming Obama Administration officials and advised accomplished leaders about the personnel process and employment opportunities within the Federal government.

OBAMA FOR AMERICA/OBAMA VICTORY FUND

Tri-State Finance Director, January 2007 – November 2008

Raised over \$40 million for Obama for America by building regional finance committees and organizing fundraising events in New York, New Jersey, and Connecticut. Managed 9 full-time staff to deliver results.

HOPEFUND, CHAIR, SENATOR BARACK OBAMA

Co-National Finance Director, January 2005 – January 2007

Raised over \$15 million for Hopefund, then Senator Barack Obama's political action committee and established a national base of donors, policy experts and thought leaders. Facilitated dozens of high-level meetings for Mr. Obama and events across the country and coordinated the Hopefund's support for candidates in the 2006 elections.

OBAMA FOR ILLINOIS

Deputy National Finance Director, April 2004 – January 2005

Responsible for raising money for State Senator Barack Obama's 2004 campaign for U.S. Senate from donors across the country. Built a national base of supporters leveraging a strong network of supporters in Chicago as well as national Democratic donors and conducting research to identify new prospects.

EDUCATION

UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

Bachelor of Business Administration

May 2001

HONORS AND ACTIVITIES

Leadership Greater Washington 2020