

JULIANNE JARVIS, MBA

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Accomplished Executive Aligning Global Strategic Partnerships, Sustainability, Diversity & Inclusion and Organizational Change

Dynamic and value-focused executive with 20+ years of global experience in sustainable development, strategic partnerships, and supplier-diversity initiatives for organizational change and improved service delivery strategy. Demonstrates proven success in social innovation, strategic planning, project and business management, partnership development for go-to-market strategy and KPI compliance while leading cross-functional teams to achieve operational goals.

Core Skills and Competencies

- Supplier Diversity & Inclusion
- Business Development
- Stakeholder Engagement
- Web Data Analytics
- Organizational Change Management
- Strategy Evaluation & Improvement
- Strategic Partnership Development
- Cross-Functional Collaboration
- Contract & Fiscal Compliance
- Executive Consultancy
- Project Financing
- International Relations Expertise

Professional Experience

Corporate Diversity Manager | John P. Picone (Dragados Affiliate) | Lawrence, NY **2019 – Present**

Overview: Manages Minority, Women, & Disadvantaged Business Enterprise as well as Service-Disabled Veteran Owned Business programs, engaging with relevant stakeholders and employees to support diversity construction supply initiatives and equal opportunity requirements across the organization. Applies hands-on training to increase knowledge and capacity of all company employees to comply with city, state & federal policies and legislation. Monitors contract and fiscal compliance for supplier-diversity program.

Manager & MWBE Compliance Coordinator | Laland Baptiste LLC. | Melville, NY **2017 – 2019**

Overview: Managed and monitored compliance requirements for this Construction Management Consulting firm, recording report submissions of Prime Contractors, Minority & Women Owned Businesses and Section 3 projects for New York State construction projects. Additionally served as the liaison at all City and State MWBE Events, employing guidance regarding MWBE, SBE, DBE and other certification project opportunities.

Program Development & Implementation Officer | Prime Minister's Office – Antigua and Barbuda Government Agency **2011 – 2016**

Overview: Appointed to position to structure a regional strategic plan and knowledge management strategy, standard operating procedures and a governance structure surrounding international exports and direct investments for the Caribbean businesses. Effectively grew network membership to 14 countries by means of increasing regional advocacy efforts, engaging senior government officials and business owners to create consensus for launching their own national entity, as well as forging strategic partnerships.

Sustainable Energy Officer | Prime Minister's Office – Antigua and Barbuda Government Agency **2010 – 2011**

Overview: Conducted diligent sustainability initiatives and facilitated research to support the development of an emerging market by providing leadership for the formation of a National Task Force and implementation of a National Energy Policy, Climate change initiatives, corporate sustainability, policy analysis, project development and media engagement.

Management Consultant | Accion | New York, NY; | Metro-Regional Government | Portland, Oregon **2007 – 2008**

Overview: Supported 2 major projects for Accion in New York and the Metro Regional Government Center in Portland. **Accion** - Served as management consultant to this microfinance agency providing loans and financial education to small business owners. **Metro** - researched and analyzed their strategic priorities to develop a plan and measure impact for Regional Leadership Initiative Program.

Selected Highlights & Achievements

- ✓ Currently serving as Business Council Representative for **Programme Steering Committee** to strengthen Regional Integration through Growth Harmonisation and Technology (RIGHT) Programme (*With the OECS*)
- ✓ Successfully awarded bid to **develop curriculum and train organizational leaders on best practices** across Strategic Planning, Grant Writing, Media, and IT, as part of a broader project funded by the European Development Fund in Antigua and Barbuda.
- ✓ **Oversaw Minority Women and Diversity Initiatives through various project phases for 15 projects with over \$2B in project budget** as well as in the bidding process. **Trained leadership and all employees in duty and responsibility** of city, state and federal government contract compliance of diversity initiatives. (*With John P. Picone*)
- ✓ Coordinated Public & Private Task Force **to complete the country's first iteration of an Energy Interconnection Policy.** (*with Antigua & Barbuda Govt. Agency*)

- ✓ **Served as Caribbean Executive Chair for Coalition of Services across 14 countries**, delivering Regional Strategy and Governance plan for the region. (*with Antigua & Barbuda Govt. Agency*)
- ✓ **Forged collaborative networks and new partnership opportunities in development projects with international agencies** including World Bank and EU as well as an Economic Partnership Agreement with ACP-EU Energy Facility. (*with Antigua & Barbuda Govt. Agency*)
- ✓ Acted as head of the Management Consulting ISO Technical Committee and Environmental Services ISO Technical Committees, **effectively building an ISO 9000 certified organization to provide quality management and quality assurance**. (*with Antigua & Barbuda Govt. Agency*)
- ✓ **Identified and coordinated stakeholders for the National Energy Taskforce** and conducted research to develop the National Energy Policy of Antigua and Barbuda (*with Antigua & Barbuda Govt. Agency*)

Areas of Expertise

- **Strategic Planning:** Structures short and long-term strategic plans across varied projects in collaboration with executive boards, stakeholders, strategic partners, and other key personnel, developing roadmap towards diversity supply targets, enterprise goals, KPI compliance, and continuous improvement.
- **Partnership Development:** Serves as SME regarding building and maintaining strategic partnerships with individuals, minority-owned businesses, government agencies, and other stakeholders across multiple industry sectors. Conducts active partner research to identify beneficial relationships both domestically and internationally based on project needs.
- **KPI Design & Management:** Experienced in designing, implementing, and monitoring KPIs, outlining indicators based on project goals, stakeholder needs, and financial allocation to support project/program success while ensuring employee compliance.
- **Success Monitoring:** Monitors project success through routine performance evaluations, ensuring its alignment with established goals and strategy. Identifies and mitigates potential program setbacks or KPI compromises to develop tailored solutions towards process improvements.
- **Resource Planning & Allocation:** Well-versed in sourcing program funding, sponsorships, and other related resources, being experienced in writing and receiving government grant applications to support programs.
- **Executive Reporting & Advising:** Participates in monthly, quarterly, and annual reporting to executive teams and stakeholders, reporting on program success, change management, fiscal data, and project KPIs. Positions self as trusted advisor and SME for identifying and implementing solutions to support project success.
- **Change Management & Capital Projects:** Prepares and pitches formal project changes and business cases along with KPIs for consideration by decision makers, stakeholders, and project sponsors, identifying operational savings, process improvements and competitive market advantage gained, with key focus on implementation.
- **Cross-Functional Leadership:** Applies hands-on leadership and guidance to multi-disciplinary teams, collaborating with department heads and managers across projects to drive performance benchmarks while eliciting team buy-in on project goals and KPI compliance.

Formal Education & Professional Development

Executive MBA Rutgers Business School Newark, NJ	2021
Digital Supply Change Management Rutgers Business School Newark, NJ	2020
Data Driven Marketing Cornell University Online	2020
BA, International Relations Florida International University Miami, FL	2003

Additional Training & Development:

- ✓ [PMI Long Island Chapter: Project Management Professional Training](#) (2019)
- ✓ [LinkedIn Learning: Strategic Partnerships: Ecosystems & Platforms](#) (2020)
- ✓ [The Institute of Export & International Trade: Internationalization of SMEs - Marketing and e-business](#) (2013)
- ✓ [UNU-Merit Maastricht University: Design and Evaluation of Innovation Policies: The Caribbean Context](#) (2012)
- ✓ [Duke University-UWI: Global Value Chains & Industry Competitiveness: Identifying Opportunities for Growth](#) (2012)
- ✓ [World Bank: Trade in Services & Liberalization](#) (2012)