**JENIFER JAYME**

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# SUMMARY

Full Stack Web Developer with a background in nonprofit fundraising and marketing, and life-long dedication to learning. Skilled at combining creativity and problem-solving to develop user-friendly web applications. Known for front-end design talents, strong work ethic, and contributions to strengthen team culture.

# TECHNICAL SKILLS

Languages: HTML5, CSS, Javascript ES5 & ES6, SQL

Methods: Object Oriented Programming, Agile Software Development, MERN Stack, Git Workflow, Kanban, REST APIs & Ajax

Applications: Git Hub, Handlebars, React.js, Express.js, Node.js, MySQL, MySQL Workbench, MongoDB, Wordpress, Kanban, Salesforce, Adobe Illustrator, InDesign, Photoshop

Libraries & Frameworks: NPM, jQuery, Bootstrap, React-Boostrap, Material UI, Materialize, Foundation, AOS-Animate on Scroll

# FEATURED PROJECTS

**Lisa’s Pampered Pets** | New website for a busy dog grooming business in Reno, NV.

My Role: Designed and built website, created content, secured domain and set up DNS A record.

Built with: HTML, CSS, Javascript, jQuery, Materialize and AOS-Animate on Scroll.

Repo: <https://github.com/JenJayme/lisas-pampered-paws>

Deployed: <http://LisasPamperedPaws.com/>

**The Physics of Tricking** | New website to showcase my son’s hobby for his school project.

My Role: Designed and built website, curated content.

Built with: HTML, Javascript, jQuery and Foundation.

Repo: <https://github.com/JenJayme/tricking> | Deployed: <https://jenjayme.github.io/tricking/>

**Spartan Fitness Tracker** | Exercise tracker app to support training for a Spartan Race

My Role: Designed and built server, noSQL database and front-end.

Built with: HTML, Javascript, Express.js, Node.js, MongoDB and Mongoose.

Repo: <https://github.com/JenJayme/spartan-tracker>

Deployed: <https://spartan-tracker.herokuapp.com/>

**Bragging Rights** | Platform for gamers to compare performances with friends in tournaments.

My Role: Team project. Designed wireframes, built key React components, led team.

Built with: HTML, Javascript, React.js, MySQL, Sequelize, React-Bootstrap, Material UI, Call of Duty API and Firebase.

Repo: <https://github.com/JenJayme/StatsDash>

Deployed: <https://limitless-ocean-05272.herokuapp.com/>

# EXPERIENCE

In the following positions, “Fundraising & Marcomms” includes oversight of organization website, social media, grant-writing and compliance, major gifts, special events, newsletter, direct mail, email and phone fundraising, grants and gift processing, and departmental planning, budgeting and reporting, to meet agency revenue and marketing goals.

**Principal Consultant** *2020-Present*

**Jayme Development Services** Novato, CA

Provide expert guidance and support for Fundraising & Marcomms projects including web site development, grant-writing, CRM database and communications platform setup, interim development leadership and fundraising support.

*Key Accomplishments:*

• Started and ran a successful consulting practice during the COVID-19 pandemic, adding web site development to my stable of services.

**Vice President of Development** *2019-2020*

**Community Action Marin** San Rafael, CA

Led Fundraising & Marcomms for largest nonprofit provider of human services to low-income people in Marin, to support agency budget of $20M. Supervised 2 FTEs plus consultants.

*Key Accomplishments:*

* Led launch of new brand strategy internally and externally.
* Developed and launched new website ([camarin.org](http://www.camarin.org/)). Created architecture, coordinated design and department leads, and created, curated and published content with Wordpress.
* Exceeded revenue goals, including over $500K in new grants in first year.
* Supervised install of first relational CRM database and initiated migration of agency files to Sharepoint cloud.

**Interim Chief Development Officer** *2018-2019*

**Episcopal Community Services San Francisco** San Rafael, CA

Provided interim leadership of Fundraising & Marcomms for largest provider of housing/services to homeless people in San Francisco, to support agency budget of $40M. Supervised 6 FTEs.

*Key Accomplishments:*

* Oversaw redesign of web site ([ecs-sf.org](https://ecs-sf.org/)).
* Exceeded department revenue goals, including over $200K in new grants and gifts.
* Strengthened and retained positive personal relationships across the team.

**Vice President of Development** *2016-2018*

**Big Brothers Big Sisters of the Bay Area** San Francisco, CA

Led Fundraising & Marcomms for Bay Area chapter of national network to support local agency budget of $2M-$3M. Responsible for Board Development Committee, two advisory councils and 14 special events per year. Supervised 3 FTEs.

*Key Accomplishments:*

* Increased overall revenue by 33% in year one, to achieve agency’s first year-end surplus after 10 years of operating deficits.
* Launched new brand strategy and oversaw redesign of web site ([bbbsba.org](http://www.bbbsba.org/)).
* Helped lead organization through merger with sister agency.

**National Director of Development and Communications** *2014-2016*

**Techbridge** San Francisco, CA

Led Fundraising & Marcomms for a nationally-scaling nonprofit devoted to promoting STEM career pathways for underrepresented girls. Led team of frontlines fundraisers, including CEO and Regional Executive Directors in Washington DC and Seattle, to support agency budget of $3.4M. Supervised 4 FTEs.

*Key Accomplishments:*

* Secured several new major grants of $50K+, and recaptured major lapsed donors.
* Spearheaded buildout of Salesforce fundraising dashboard and CRM tracking.
* Organized successful exclusive fundraiser at Pixar to support coding programs for girls.

**Director of External Relations** *2013-2014*

**Santa Clara University Center for Science, Technology & Society** San Francisco, CA

Led Fundraising & Marcomms for a University center of excellence focused on strengthening social enterprises, to support center budget of $2.4M. Supervised 2 FTEs.

*Key Accomplishments:*

* Exceeded department revenue goals, personally soliciting over $500K in grants and gifts.
* Spearheaded buildout of Salesforce fundraising dashboard and CRM tracking.
* Initiated and organized successful first gala that solidified key industry relationships.

**Executive Director**  *2009-2013*

**Saint Thomas More Collegiate Foundation**  Burnaby, British Columbia (Canada)

Led Fundraising & Marcomms and oversaw a small foundation for an independent secondary school (grades 8-12, org budget $5M). Supervised 1 FTE and 2 PTEs.

*Key Accomplishments:*

* Directed a successful $8.2M capital campaign to build a new athletic center.
* Built a successful annual fund program that integrated fundraising into admissions and increased revenue from an annual deficit to $6.3M in gifts and pledges.
* Overhauled school web site, and dramatically grew social media presence and practices.

# EDUCATION

* Certificate in Full Stack Web Development: Berkeley Coding Boot Camp, U.C. Berkeley
* Bachelor of Arts in English, with Honors: University of California, Berkeley

# COMMUNITY SERVICE

* Vice Chair: San Jose Middle School Site Council (currently active)
* Volunteer: Schafer’s ATA Tournament Team (American Taekwondo Association)
* Advisor & Grant-Writer: Jaspie’s Journey, bringing martial arts to kids with autism
* Director: Camp Invention Marin, a STEM camp from the National Inventors Hall of Fame
* Former Big Sister: Big Brothers Big Sisters