

Jessica A. Bellwoar

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OBJECTIVE: Successful program manager, fundraiser, and organizational leader offering critical thinking and credibility in sustainability initiatives, seeking ESG or sustainability roles.

PROFESSIONAL EXPERIENCE

Climatebase

Sept 2024 – Present

Fellowship

- Engaging in a variety of education sessions from 50 industry expert speakers and instructor-led climate solutions curriculum and events to foster connection with climate professionals and deepen my climate literacy
- Hands-on capstone project that explores the advancement of climate solutions. Project TBD

Freelancer with Dooner Social Ventures

July 2024 – Present

Sustainability Consultant

- Informing on the early-stage social enterprise creation and financing launch of a comprehensive sustainability program that integrates environmental, social, and economic objectives.
- Researching revenue generating channels like sponsorships and underwriters for St. Joseph's University sustainability initiative and initial guiding planning from planning and mapping to strategy and communications.

EarthShare

September 2022 – January 2024

Development Director

- Contributed to programmatic work to help move \$5M towards environmental initiatives in 2023. Established the Development Department and created a fundraising strategy to generate additional \$573k in operating funds
- Managed 30x30 conservation grant on science-based targets, including project development and creation, implementation and rollout, and reporting out on impact. Oversaw 2 staff and 5 external partners for project
- Developed and managed a portfolio of institutional and high-net-worth funder relationships, grants, and major gifts across the full fundraising lifecycle, including research and cultivation, grant writing, disclosure, and reporting.
- Analyzed rising trends in sustainability and advocated for implementing a Net Zero policy by 2040 based on a preliminary audit of the EarthShare's GHG emissions on scope 1/2/3 emissions.
- Served on Culture Committee to improve culture, diversity, equitable hiring practices, and transparency in pay and benefits.

Clean Air Council

March 2020 - September 2022

Development Officer

- Led fundraising and development for environmental education, advocacy for climate solutions, and legal team in the Mid-Atlantic region that increased membership revenue by 40% because I automated communications, emphasized science-based targets, and digitized fundraising using Salesforce and Salsa Labs.
- Fundraised \$200k+ annually from portfolio of 150 high net-worth individuals.
- Facilitated partnership-collaboration with Toyota Hybrid for the Greenfest festival and supported local community programs such as Feet First Philadelphia and GoPhillyGo.

Philly Marketing Group

September 2019 - Jan 2020

Corporate Sales Trainer

- Conducted direct, retail sales of cell phones. Spoke Spanish to market and sell to Spanish-speaking customers
- Recruited, hired and managed a team of marketers for our clients, AT&T, Verizon, and Sprint

PennEnvironment

June 2018 - August 2019

Conservation Associate

- Organized and advocated for statewide, citizen-based environmental group on renewable energy, conservation, circular economy watershed protection, reduction of plastic and waste, and transitioning off fossil fuels.
- Led more than 20+ lobby meetings with elected officials on climate, water and zero waste issues.
- Oversaw coalition building and victory of local legislation to ban plastic bags in Philadelphia and West Chester.
- Organized and conducted media coverage via news conferences, news releases, and opinion pieces.

The Public Interest Network

August 2016 - June 2018

Executive Assistant

- Provided administrative, strategic analysis and financial support across a network of nonprofits, advocating for public interest and environmental solutions through campaigning and policy analysis. Managed and approved 30

independent nonprofit budgets up to \$2M.

- Developed a Quickbase App for workflows of information systems to support analytic tracking of organizational field work, financial metrics and staffing. Trained 50+ people on how to use the App.
- Negotiated hotel contracts of \$400k+ for 200+ in-person national training. Coordinated with 19 Executive Directors on logistics, hotel, travel, and content for quarterly trainings.
- Campaigned on student activism and civic engagement. Managed 5 interns and 50+ volunteers.

EnglishTime

September 2015 - April 2016

English Teacher, working abroad in Turkey

EDUCATION

Bucknell University, B.S. in Business Administration, May 2015. Cum Laude

- Concentration on Global Management and Sustainability
- Universidad de Alicante, Spring, 2014