

Jane Bulnes-Fowles

360 Monte Vista Ave Apt 312
Oakland, CA 94611

(617) 899-2481
janebf@gmail.com

ABOUT

Systems thinker. Dedicated to aligning strategy and creating operations and processes that help people and organizations learn, improve, and make positive and sustainable change.

EDUCATION

Master of Business Administration (MBA)

Boston University | 2012
Boston, MA
Public & Nonprofit Concentration

Six Sigma Green Belt Certification

Boston University | 2011

Bachelor of Arts (BA)

Reed College | 2003
Portland, OR

SKILLS

Systems design
Process improvement
Project management
Lean startup tactics
Financial modeling and budgeting
Salesforce administration
HTML
Public speaking
Conversant in French

HONORS & AWARDS

Beta Gamma Sigma, High Honors

Boston University | 2012

Global Finalist & Northeast Regional Winner

Hult Prize | 2011

First Place Winner

APICS – Association for Operations Management | 2011

PROFESSIONAL EXPERIENCE

Operations Manager | Veris Wealth Partners

2013 – present

Developing strategies and leading projects to improve the firm's internal business operations, systems, and service offerings

- Leading project to enable clients to engage companies via shareholder initiatives and socially-responsible proxy-voting
- Led project to re-imagine firm-wide client-centered onboarding process and develop supporting technologies and processes
- Developed financial models for revenue growth with multi-year budgeting and forecasting

Consultant | OpenInvest

2016 – present

- Leading project to enable robo-advisor to vote client proxies in line with socially responsible guidelines, user preferences, and legal requirements

Director of Operations | WE'VE

2015 – 2016

- Co-created growth strategies with founder, financial projections, and investor projections for worldwide artisan-focused social-impact marketplace

Consultant | NPO Connect

2012

- Conducted market landscape and user research to identify customers and value proposition
- Suggested minimum viable products (MVPs) to test market response to offerings
- Built models to project KPIs and financial results and simulate effects of different pricing plans

Consultant and Team Leader | Sustainable Neighborhood Lab

2011

- Identified and interviewed stakeholders in Fairmount Corridor to understand neighborhood needs and identify opportunities for collaboration
- Created stakeholder map and templates for future use

Director of Learning Materials | Lean Enterprise Institute

2008 – 2013

Led \$3 million publication & product business within Lean Enterprise Institute

- Set publication product strategy
- Oversaw authors and editors and acted as project manager for new publications
- Developed yearly budget and reviewed P&Ls monthly
- Directed development of new formats, including ebooks and mobile apps

Assistant Manager, Operations & HR | West Elm & Hold Everything of Williams-Sonoma, Inc

2003 – 2007

- Created system to track hourly sales trends to assist with scheduling, training, and efficiency
- Created system to track and rank candidates during recruiting phase of store openings
- Traveled to Michigan, California, and New York to assist with improving store operations and opening/closing store locations

VOLUNTEER EXPERIENCE

Organizer | Lean Startup Circle

2014 – present

- Organize, plan, staff, and lead monthly events for lean startup community

Volunteer | Hopalong Animal Shelter

2014 – present