

JESSICA LORELLE DAY

Jessica.day85@gmail.com • (919) 604-3705 • www.linkedin.com/in/jessicaday1022

EXECUTIVE LEADER AND FACILITATOR

Strategic Planning • Professional Development • Team Building • Organizational Change Management

Dynamic and strategic leader with experience in talent development, leadership training, and program management. Passionate about fostering leadership pipelines and ensuring alignment between business objectives and talent strategies. Driven to facilitate change, increase value, and improve team efficiency and effectiveness.

- Energetic leader with strong interpersonal skills, organizational skills, and effective communication skills (oral, written, and presentation) with ability to encourage, motivate, and guide individuals and teams
 - Ambitious and goal-driven individual recognized for strategic thinking and process improvement with ability to build trust and confidence with diverse stakeholders both internal and external clients
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COMMUNITY ENGAGEMENT

NC League of Municipalities Board Member (2023-2025), Elevate NC Participant (2024-2025), NC League of Municipalities Policy Committee Co-Chair (2024), Wake County Mayors Association President (2023), Passage Home Board Member (2018 – 2023), Triangle J Council of Governments Board of Delegates (2018 – 2023), Knightdale Rotary Club President (2018 – 2019 and 2022-2023), Knightdale Town Council Member (2017 – 2021), Knightdale Chamber of Commerce Town Liaison (2019 – 2021), Knightdale Community Policing Advisory Board President (2016 – 2017)

PROFESSIONAL EXPERIENCE

FOUNTAINWORKS, Raleigh, NC

June 2023 – Present

DALE CARNEGIE OF CENTRAL AND EASTERN NORTH CAROLINA, Raleigh, NC

Sep. 2022 - May 2023

Senior Consultant/Executive Coach

Coach and facilitator who provides custom process design and innovative techniques in facilitation to engage leaders to build emotional intelligence, enhance team morale to develop interpersonal skills, and increase team engagement

Key Achievements:

- Partnered with businesses to design and implement talent development strategies including training workshops, coaching sessions, and onboarding programs to enhance leadership effectiveness and workforce retention
- Led change management efforts to support organizational transitions and improve organizational performance
- Effectively facilitated strategic retreats, policy discussions, and community engagement initiatives fostering enhanced decision-making, strategic alignment, and stakeholder involvement
- Built and managed long-term client relationships and developed key success metrics ensuring program impact through assessment, feedback, and continuous improvement initiatives ensuring service excellence

TOWN OF KNIGHTDALE, Knightdale, NC

Jan. 2021 – Present

Mayor

Served as representative for one of fastest growing cities in Wake County by networking, taking part in public events, and presiding at council meetings

Key Achievements:

- Provided visionary leadership with governing body of 5 council members to implement community master plan for residential, retail, and commercial development to support interest of general population of 22K+ residents
- Managed consistent annual increase of 6% in population growth by working with town manager, 8 department leaders, and town staff of 100 to review and update public policies to improve quality of life
- Reviewed and approved annual budget of \$37M+ to fund operations, maximize investments, increase resources for public safety, expand public works to manage public infrastructure, and increase town amenities

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BASF AGRICULTURAL PRODUCTS GROUP, Research Triangle Park, NC

Jan. 2017 – Jan. 2021

Material Planner

Utilized material resource planning skills in fast-paced multinational environment to maintain optimal inventory levels of raw materials and packaging materials and ensure supply to our production facilities while solving issues as needed

Key Achievements:

- Purchased 100+ various raw materials and packaging materials with combined estimated volume of 15M+ Lbs. for manufacturing of agricultural chemical products
- Decreased time using manual processes by developing project plan and leading team of 6 to improve and increase usage of SAP Cobalt for raw material planning activities reducing risk of manual errors
- Promoted Interdependent Quality Culture (IDQC) by leading cross functional team of 5 that recognized and promoted quality and process improvement activities to reduce cost and time lost due to quality issues

WEALTH GENERATORS, Raleigh, NC

Apr. 2015 – Jan. 2017

Independent Consultant and FX Trader

Responsible for educating clients on how to find savings in their current budget, grow their income in financial markets, and keep more of their money with tax savings available

Key Achievements:

- Planned, implemented, and managed individual marketing and sales plans to target, identify, and grow awareness and initial sales in area for new startup company
- Expanded customer base in territory through prospecting, cold contacting, networking, and account management and developed and motivated team of 3 direct and 9 indirect independent contractors

BENCHMARK COMMUNITIES, Raleigh, NC

Aug. 2014 – Jun. 2015

BERKSHIRE HATHAWAY HOMES SERVICES YSU REALTY, Morrisville, NC

Jan. 2014 – Aug. 2014

Realtor/Broker

Prospected new clients and assisted them in making financial decisions in sale and purchase of real estate

SYNGENTA CROP PROTECTION, Greensboro, NC

Jan. 2008 – Dec. 2013

Raw Materials Buyer (2010 – 2013)

Supply Chain Leadership Development Program (2008 – 2009)

Evaluated suppliers and negotiated contracts for raw materials based on price, quality, reliability, and availability

Key Achievements:

- Successfully purchased and managed 75+ raw materials with net worth of \$35M for US and Canada
- Delivered sourcing projects to identify cost reduction opportunities of \$3.5M+

EDUCATION AND CREDENTIALS

NORTH CAROLINA STATE UNIVERSITY, JENKINS GRADUATE SCHOOL OF MANAGEMENT, Raleigh, NC

Dec. 2023

Master of Business Administration (MBA), STEM MBA

UNIVERSITY OF NORTH CAROLINA AT GREENSBORO, Greensboro, NC

Dec. 2007

Bachelor of Science (BS), Business Administration

PROFESSIONAL DEVELOPMENT AND TRAINING – NC State Leadership Certificate, NC Real Estate License, John C.

Maxwell Certification Program (Coach, Teacher, Trainer, and Speaker), Dave Ramsey Financial Coach Master Training, UNC School of Government Advanced Leadership Corp., INSEAD Negotiations Training