

# Jeffrey Chambers

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Strategic leader with 10+ years of experience in business operations, partnerships, and scaling systems in fast-moving industries at the intersection of technology and policy. Experienced in launching first-of-their-kind initiatives, managing multistakeholder alliances, and developing scalable systems to improve efficiency and drive revenue growth. Skilled in leveraging data, automation, and CRM systems to enhance decision-making and streamline operations.

Strategic Planning | Business Operations | Partnership Development | Systems & Process Optimization | Executive Engagement | Program Management | Market & Policy Strategy | Cross-Functional Leadership

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## Professional Experience

### **Pursuit - New York, NY**

*Pursuit is a workforce development organization that helps individuals from underserved backgrounds launch high-growth tech careers. Through technical training, job placement, and innovative financing models, Pursuit creates economic mobility and prepares a diverse workforce for the AI-driven future.*

#### **Business Development Strategist, Philanthropy (August 2024 – March 2025)**

- Led the strategic development of Pursuit's philanthropy efforts, driving a 60% revenue increase for 2024 (\$4.3M to \$7M) by streamlining fundraising operations and improving pipeline management.
- Built and optimized a Salesforce-based CRM system to track 600+ funding opportunities for 2025 valued at \$100M+, leading to a 200% increase in pipeline velocity in the first two months of the year.
- Broadened fundraising strategy beyond core workforce development, outlining a 2025/26 roadmap to pursue opportunities in AI skills training, financial services, and policy advocacy.
- Implemented AI-powered automation tools, saving 15+ hours per week in research and data management, while tracking Generative AI trends and broader industry shifts in workforce development to inform funding strategies and enhance Fellows' job placement outcomes.
- Enhanced financial sustainability amid shifts in federal and corporate grant funding, including declines in tech sector job training investments, by improving cash flow forecasting and pipeline reporting.

### **The Commons Project – New York, NY**

*The Commons Project (TCP) is a nonprofit dedicated to building open-source, privacy-first digital health solutions that empower individuals to access and manage their health data securely. TCP develops global health data standards and tools used by governments, healthcare providers, and individuals to facilitate interoperability and protect user privacy.*

#### **Project Manager, CommonHealth (August 2023 – May 2024)**

- Led project management for a team of four developers, ensuring the successful execution of feature development and product enhancements for CommonHealth, a 100K+ download app (4.7-star rating).
- Oversaw the first-ever implementation of SMART Health Insurance Cards and International Patient Summaries in a consumer app, setting a new industry standard for digital health data management.
- Introduced the Shape Up development methodology, streamlining sprint execution and improving engineering task prioritization.

#### **Manager, Operations & Partnerships (July 2020 – July 2023)**

- Played a key role in launching CommonPass, the world's first proof-of-concept for an internationally verifiable digital health pass, coordinating engagement with United Airlines, the CDC, and US Customs and Border Protection during the COVID-19 pandemic.
- Managed relationships with 70+ governments, 20+ airlines, and major tech companies, driving early adoption of digital health credentials and shaping global policy discussions.
- Developed and implemented a Salesforce-based CRM system, improving efficiency and institutional knowledge-sharing in a fast-moving, high-stakes environment.

- Designed and led a global webinar series, reaching 1,000+ senior officials across governments and industries to inform pandemic response policies and promote open-source digital health solutions.
- Facilitated adoption of CommonCheck (the successor to CommonPass) across three national border agencies, ensuring seamless digital health verification for travelers.
- Led real-time coordination with global health and travel leaders, supporting decision-making and adaptation to evolving pandemic and border policies.

## **World Economic Forum – New York, NY**

*The World Economic Forum (WEF) is the premier global organization for public-private collaboration, bringing together business, government, and civil society leaders to shape global, regional, and industry agendas through partnerships, research, and strategic initiatives.*

### **Business Engagement Lead (July 2019 – February 2020)**

- Developed two new private sector engagement models to expand participation in WEF's multistakeholder initiatives, including a digital-first model for mid-sized companies and a specialized partnership structure for the Centre for the Fourth Industrial Revolution focused on emerging technologies like AI, blockchain, and autonomous vehicles.
- Led the transition from event-based partnerships to a continuous, project-driven model, creating mechanisms that enabled 100+ new corporate participants to engage in WEF initiatives, particularly in sectors tied to technology governance and global policy development.

### **Business Engagement Specialist, North America (July 2015 – June 2019)**

- Managed a portfolio of 30+ corporate partners, overseeing \$2M–\$3M in annual revenue and curating 4–5 new partners per year to align with the needs of colleagues launching or expanding WEF initiatives as part of a broader North American business engagement strategy.
- Designed and led CEO workshops for 100+ global executives, facilitating exclusive, high-level discussions that provided insights and connections they would not typically encounter in their industries.
- Provided executive-level support at Davos, ensuring top corporate leaders were positioned in key discussions with heads of state, policymakers, and industry executives to shape global and regional agendas.

### **Team Coordinator, North America Government Strategies (May 2014 – June 2015)**

- Helped drive relationships with top U.S. and Canadian government leaders, ensuring their integration into WEF events and initiatives throughout the year.

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## **Education and Fellowships**

**New York University - M.A.**, International Politics & Business

**Amherst College - B.A.**, Pre-Medicine and Spanish, Cum Laude

World Economic Forum Fellow, Shaping the Future of Mobility

Amherst Memorial Fellow, International Business

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## **Technical and Language Skills**

Technical: Salesforce, Microsoft Office, Google Workspace, AI-powered automation, Asana, Monday, Figma, Miro

Languages: Spanish (Conversational Proficiency)