

Clark Jensen

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Executive leader with two decades managing complex and diverse service delivery portfolios; funded through multichannel revenue streams, and data driven decision making.

KEY CAPABILITIES

- Budgeting/Forecasting
- Systems Integration
- Policies and Procedures
- Human Resources
- Strategic Planning
- Regional Management
- Key Performance Indicators
- Leadership Development
- Governance

WORK EXPERIENCE

Executive Consultant

Catchafire (remote)

October 2020-Present

Developed tailored strategies for national and international non-profits and NGOs.

- Conducted annual budget formulations, financial forecasting, and protocols for cost, financial and managerial accounting.
- Guided strategic planning, community needs assessments, through PEST analyses.
- Established organizational KPIs for qualitative and quantitative performance metrics.

Chief Operating Officer

Youth For Change (Chico, California)

Dec. 2019-Aug. 2020

Joined YFC (\$12M budget; 180 staff) addressing internal infrastructure development.

- Established hybrid continuity of business operations in response to COVID; migrating in-person trauma informed care services to a telehealth modality across 3 rural counties.
- Introduced e-learning capabilities; supporting ongoing continuing education courses.
- Effected systemwide compliance audits, including renewal of CARF accreditation.
- Implemented scalable electronic fleet life-cycle management and electronic ticketing for facilities/maintenance; improving transparency, accountability and response times by 23%.

Partner

Squirrel Disaster Logistics (Los Angeles, California)

Feb. 2019-Dec. 2019

Interim role responding to a new industry startup during the initial stages of business formation.

- Guided proforma business modeling; defining revenue/expense projections, and aligning operational planning.
- Developed administrative structures; established Human Resources, IT vendor management, and project management support for engineers, management and sales.
- Created service offerings (product acquisition, production configurations, asset management, and administration); addressing the needs of clients in diverse environmental conditions.

Chief Operating Officer/Chief Administrative Officer

Exceptional Children's Foundation (Culver City, California) Nov. 2015-Jan. 2019

Organization's first COO (\$25M budget; 375 staff) modernized administrative back-bone supporting rapidly expanding service offerings in 12 locations across Los Angeles County.

- Produced positive cash flows across 7 service lines with complex revenue streams (Federal, State, County, school districts, fee-for service, and Regional Centers) within 2 years.
- Managed operational and fiscal oversight for multi-site early intervention programs, WASC accredited K-12 school, affordable housing, workforce development, and behavioral health services for youth and families through center-based and home-based modalities.
- Authored board-level presentations (budget, performance metrics, policy and fiscal analysis, Human Resources, programs, and governance).
- DE&I; revised personnel policies, implemented training addressing cultural sensitivity, interview bias and conflict resolution; while conducting a salary equity analysis.

Chief Operating Officer

United Cerebral Palsy (Woodland Hills, California) May 2007-Jul. 2015

(\$39M budget; staffing of 435); First COO, responsible for program services portfolio, Human Resources, licensing, compliance, facilities, and property management.

- Identified and led project team implementation of an Enterprise Management System (EMS); integrating clinical and field-based staff with administration across 3 counties; improved data collection, reporting, an 88% reduction in medication errors, and improved client care plan tracking.
- Partnered with CFO to develop and build-out affordable multi-family projects; including real-estate acquisition, municipal planning, financing, and contractor management.
- Designed comprehensive strategic planning process; deliverables included five-year plan (milestones, timelines, measurable results and assigned accountability).
- Initiated competency-based modeling, identifying KSAs, talent acquisition tools, educational/training resources, succession planning, and performance management.
- Managed annual review and selection of health, general liability, and D&O insurance.

Chief Operating Officer

American Red Cross (Los Angeles, California) Dec. 2003-Oct. 2006

Faced with financial deficits and diminished service delivery; initiated financial and services analysis, real-estate, strategic resources allocation, and improved profit/loss at programs level.

- Conducted facilities and real-estate study (deferred maintenance and utilization concerns);
- Developed and presented an \$11M strategy; repositioning locations and points of contact, investment in key programs, and establishing a \$5M foundation for future operations.
- Identified structural and operational barriers to regional disaster response; requiring reinvestment in material, logistics and staffing; funded through a multi-million-dollar fundraising strategy (co-branding, direct mail, and major gifts).
- Evaluated program impact revenue/expenses; creating \$900K savings through strategic program redesign, and greater efficiencies in fee-for service offerings.

EDUCATION

Master's Public Administration- University of Oklahoma

Bachelor's History- Texas Tech University

ADDITIONAL

Career Pathways Series- University of Texas San Antonio

United Way Loaned Executive