

JACQUELINE YOUNG, PMP · PSM I

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Partnerships Manager · Head of Partnerships · Business Development

CORE SKILLS

Partnerships & BD: Strategic Partnerships · Deal Structuring · Contract Governance · Ecosystem Design · Sponsor Development · Channel Development · QBR Delivery · Renewal Strategy · Partner Onboarding

Strategy & Growth: Market Entry & Whitespace Analysis · Go-to-Market Strategy · Business Model Design · BD Pipeline Architecture · Revenue Modeling · Competitive Benchmarking · Lead Qualification

PM & Operations: PMP · PSM I · Agile/Scrum · Waterfall · KPI Dashboards · SOPs · Risk Management · Compliance Governance · AI-Enabled Workflow Design · Cross-Functional Coordination

Tools: Salesforce · SAP MDG · Oracle ERP · Coupa · Costpoint · Jira · Confluence · SharePoint · Power BI · SQL · Microsoft 365 · Claude AI · ChatGPT

PROFESSIONAL EXPERIENCE

Strategic Sourcing & Supplier Partnerships Analyst · BMW Manufacturing · Greer, SC Jan 2026 – Present

- Negotiated **\$500K+** in vendor cost savings across indirect services and technology through strategic pricing, terms optimization, and supplier accountability frameworks
- Identified, qualified, and onboarded new suppliers across operational and technology-driven initiatives — building partner relationships that support long-term commercial objectives
- Managed full-cycle SOW development, contract amendments, and compliance governance within SAP MDG and TISAX-aligned environments; partnered with IT, Legal, and Operations to accelerate deal readiness
- Delivered sourcing recommendations and supplier performance reviews to executive stakeholders, translating commercial data into strategic partnership decisions

Enterprise Technology & Transformation PM · BMW IT Americas · Greenville-Spartanburg, SC Jun – Dec 2025

- Managed end-to-end delivery of **57 enterprise interface migrations** across 30+ business units — full lifecycle from discovery through post-go-live stabilization; improved delivery predictability 30%
- Built KPI dashboards, SOPs, and compliance frameworks improving system adoption 40% and stakeholder visibility 20% across 49+ applications and 10 stakeholder groups
- Integrated AI-enabled tools and automation into enterprise operations, improving process efficiency and technology adoption across regional teams

Project Control Analyst, ERP & Financial Systems · Maximus · Remote Jun 2022 – Mar 2023

- Uncovered **\$250K+** in variances across a \$50M+ federal contract portfolio — corrective action protected revenue and contract performance
- Led Coupa ERP transformation and procurement workflow redesign — improved supplier compliance 15% across business units

Enterprise Account Operations & Client Success · Securitas Security Services USA · Washington, DC Jul 2021 – Nov 2022

- Managed **100+** enterprise accounts through acquisition integration — maintained service continuity, stakeholder confidence, and revenue retention across multi-site portfolios
- Increased renewal rates **15%** through proactive QBR delivery, KPI reporting, and executive relationship management across six-figure renewal cycles

INTERNATIONAL & INDEPENDENT CONSULTING | 2024 – 2026

Kokotos Estate — Commercial Operating System · Athens, Greece 2026

- Built full commercial infrastructure from zero: 4-channel partner ecosystem (OTAs, hotel concierges, cruise aggregators, ground operators), tiered guest experience model, merchandise strategy, CRM evaluation, and AI-supported export readiness — **€63K+** annually modeled via hotel channel alone

South Bohemia Tennis Academy — Market Entry Strategy · Czech Republic 2025

- Sized **\$13.2B** global market, evaluated 26 academies on a 12-factor rubric, identified whitespace (no internationally recognized academy in Central Europe), and selected 3 priority markets from 25 candidates

STA Military Women's Foundation — Partnership Infrastructure · Sumter, SC 2024

- Built complete sponsor and partnership infrastructure from zero — increased organizational participation **25%** through partner development and digital brand strategy

EDUCATION

MBA — Information Systems, Supply Chain & International Business UNC Wilmington · May 2026

BS — Forensic Science & Psychology Methodist University

CERTIFICATIONS & FELLOWSHIPS

Project Management Professional (PMP) · Professional Scrum Master I (PSM I) · AI Fluency: Framework & Foundations (Anthropic) · Claude 101 (Anthropic) · Data Analytics for Business

Colorwave Fellow · Cohort 11 (Venture-backed startup track · nationally competitive · 2026) · **Tech Ecosystem & Digitalization Fellow · Reason One** (2026)