

JOSH D. O'BRIEN

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Facilitator | Situation Analyst | Strategic Planner | Project Manager | Liaison

VALUE OFFERED

- Problem-solving leader who thrives in an environment of teamwork & collaboration.
- Alliance-builder who promotes state, city & community initiatives while uniting business, education & government in meaningful partnerships.
- Economic development professional with quality experience in strategic planning, program development & fundraising.
- Public education advocate, media specialist & instructor.
- Journalistically trained communicator with extensive experience in marketing & special events planning.

CAREER EXPERTISE

Consensus Building	Community Engagement	Collaboration Opportunities
Partnership Facilitation	Follow-Up & Follow-Through	Big-Picture View
Objectivity	Networking & Education Events	New & Ongoing Partnerships
New & Ongoing Programming	Mentorship	Event Planning
Public Speaking	Grant & Budget Management	Contract Management
Plan Creation & Management	Momentum Building	Internal & External Communication
Growth Opportunities	Navigation of Changing Landscapes	Development & Fundraising
Business Outreach	Contingency Planning	Organizational Culture
Team Building	Targeted Messaging	Multiple-Task Management
Deliverables, Logistics & Reporting	Program Promotion	Talent Recruitment

NOTEABLE ACHIEVEMENTS

- *Oklahoma BioScience Community Recognition Award, 2015*
- *Rally Day at the Oklahoma State Capitol: As Oklahoma Education Coalition staff liaison, organized & promoted 1999 event with >20,000 attendees at which the governor signed one of the largest teacher pay increases in state history*
- *SXSW: Oklahoma City's elevator pitch competition coordinator, fundraiser, delegation liaison & event organizer, 2011-15*
- *Staff liaison for Greater Oklahoma City Chamber-funded strategic plan with Battelle Technology Partnership Practice; plan lead to creation of Oklahoma Biosciences Association, a research endowment & seed capital fund, 2005 (plan) & 2010 (update)*
- *Raised > \$2 million for programs & events (career)*
- *Recruiter/fundraiser for OKC conferences: Association of University Research Parks (international), 2015; State Science & Technology Institute (national), 2015 & 2006; National Business Incubation Association, 2011; National Small Business Innovation Research, 2010; National Association of Seed and Venture Funds (national) 2009*
- *Washington, D.C., lobbying meetings in conjunction with State Science & Technology Institute, 2012-2015 & 2018*
- *Biotechnology Industry Organization (BIO) Annual International Conference pavilion organizer/development officer, booth outreach & supplemental events planner, 2003-2015*
- *Oklahoma Governor's Cup Collegiate Business Plan competition development officer, 2011-2013*
- *Team Leader, UAS Cluster Initiative: speaker, panelist, planner & moderator of Kansas and Oklahoma events, 2015-2020*

Economic Development Experience, 2003-present

SENIOR BUSINESS DEVELOPMENT MANAGER | Development Capital Networks, Oklahoma City, OK | Jul 2015-Jun 2020

Team leader on five-year federal contract with Small Business Administration for Unmanned Aerial Systems Cluster Initiative in Kansas & Oklahoma (currently in Year 5). Worked with community leaders to develop host groups and steering committees for large regional event (UAS Tech Forum). Built relationships with colleges & universities, businesses, economic development organizations, state agencies, and other service providers to develop conferences, plan agendas & provide or organize programming. Developed alliances with economic development organizations, large & small businesses, and a variety of service providers for financial and working partnerships, programming, investment, events & outreach. Connected with state & federal political leaders to raise industry awareness & engage in program participation. Served as host, presenter, panelist, organizer, and/or moderator at Kansas & Oklahoma events.

DIRECTOR OF ENTREPRENEURIAL DEVELOPMENT | Greater OKC Chamber of Commerce, Oklahoma City, OK | 2003-2015

- Managed contracts & memberships, raised funds, sponsored & promoted events, and recruited events for state & national organizations including BIO International, State Science and Technology Institute (SSTI), National Business Incubator Association, and South by Southwest (SXSW).
- Assisted SSTI with lobbying efforts in Washington, D.C., to secure federal funding.
- Partnered with various city and state organizations on initiatives & outreach programs promoting biosciences.
- Recruited & assisted companies with growth & development; and recruited companies & national conferences for Oklahoma's bioscience industry.
- Led strategic planning, fundraising, legislative & policy development, including development of a regional strategic plan for bioscience.
- Helped create Oklahoma Bioscience Association & assisted with membership, legislative priorities & programs.
- Organized large delegation of community & science leaders for annual BIO International trade show.
- Updated & expanded marketing materials for biosciences; contributed content for Chamber's OKBIO Web site; and wrote stories for Chamber's monthly magazine.
- Pitched to & secured stories in state & national media about OKC's growing bioscience industry cluster.

(Positions also held: Senior Business Development Manager, Biosciences; and Manager, Biosciences Public Relations & Image Development, Economic Development Division)

Education Experience, 1996-2003

ADJUNCT PROFESSOR: Mass Media & Journalism | Rose State College & Redlands Community College (OK), Harper College (IL)
PUBLIC RELATIONS COORDINATOR | Mid-Del Public Schools (OK)
PUBLIC AFFAIRS SPECIALIST | Oklahoma Education Association
DIRECTOR OF MEDIA RELATIONS | Oklahoma State Department of Education

Journalism Experience, 1986-1996

ASSISTANT NEWS EDITOR | El Reno Tribune (OK)
ACCOUNT EXECUTIVE | DataTimes (OK)
SPORTS REPORTER & AGATE COORDINATOR | The Daily Oklahoman
ASSISTANT EDITOR | Sosland Publishing Co. (KC, MO)
REPORTER | Pulitzer Lerner Newspapers (IL)
STRINGER | Tulsa World (OK)

Education

MASTER OF SCIENCE IN JOURNALISM | Northwestern University
BACHELOR OF ARTS IN MASS COMMUNICATION—CUM LAUDE | Oklahoma City University

Affiliations/Involvement

- Peace Christian Church (KCMO) Stewardship Committee 2019-present
- Parents' Advisory Board, Parsons State Hospital, 2018-present
- KC's First Friday volunteer—Peace Church, 2017-present
- Sooner Club of Kansas City, 2015-present
- Harvesters Community Food Network (KCMO) volunteer, 2017 & 2019
- Autism Care Walk (Wichita, KS) participant/fundraiser, 2011-2015, 2018
- Oklahoma Blood Institute Donor, 1982-2015
- Oklahoma Venture Forum Board member, 2014-2015
- Oklahoma Governor's Economic Development Marketing Team, 2010-2011
- Mayflower UCC Church (OKC): Board of Deacons & Board of Christian Education
- YMCA (Oklahoma City, OK) basketball coach, 2004-05
- Kiwanis International, Del City Chapter, 2002-2003
- Oklahoma School Public Relations Association, 1998-2003