

Brittany Kelleher

kelleher.brittany@gmail.com | 708-606-2865

Skills and qualifications

- Start-up launch
- Business strategy
- Financial modeling
- Quantitative + qualitative analysis
- Program development + codification
- Implementation planning

Experience

2022 – Present, **Wellspring Consulting, Partner**

2014 – 2019

Founded by Partners from the Boston Consulting Group, Wellspring Consulting is a leading national consulting firm with a focus on providing the analytical strength of for-profit business consulting to the social sector. Wellspring has served over 300 clients on 650 projects since its founding 20 years ago and is a recognized leader in the field, with publications in the Stanford Social Innovation Review, among others.

- Promoted 5x, beginning from the firm's entry-level position, into Wellspring's partnership
- Work exclusively with leading nonprofit clients, such as:
 - The nation's largest natural history museum
 - An internationally recognized theater, with one of the all-time highest-grossing productions
 - The community foundation for the City of Chicago, with over \$4B in assets
 - One of New York City's largest public charter school networks
- Actively build Wellspring's Midwest Practice, overseeing business development and leading other national sales activities, including proposal development and presentation
- Manage teams in six-to-twelve-month strategic planning projects, with a focus on mission and vision development, market positioning, program and market expansion, compensation strategy, program development and codification, and operational planning
- Oversee case teams' qualitative research (interviews and focus groups) and quantitative research (surveys, market sizing, competitor benchmarking), insight generation and solution development, financial and scenario modeling, and action plan design
- Design and facilitate meetings with executive leadership, Board leaders, and key funders to present data, discuss implications, and agree upon the strategic direction
- Ensure on-time, on-budget completion of multiple concurrent client projects
- Build, manage, and maintain relationships with clients' key board and staff leaders

2019 - 2022

Kairos Academies, Co-Founder, Chief Operating Officer

Kairos Academies, located in St. Louis, Missouri, was founded on the principles of innovation in personalized learning and data-driven decision-making. In its first three years, Kairos gained broad national attention, including funding from the nation's largest charter school venture funds, a feature on The Today Show and in Education Week, and a prominent role in nationally- recognized studies

- Launched a nationally-recognized, high-growth start-up as part of a three-person founding team
- Lead executive leadership in annual organization strategic planning with a focus on growth from 100 to 530 students, 3 to 75 staff, and 19,000 to 75,000 square feet in three years
- Designed and executed annual budgeting process to manage 1400% growth in revenues and over \$3M in restricted funding
- Grew operations team from 1 to 8 staff, with direct oversight over three Managing Directors and the following functional areas: strategy, finance, data, technology and site-based operations
- Collaborated with internal leadership and external stakeholders, including the:
 - Executive leadership team to track progress toward quarterly and annual strategic goals
 - Board Finance Committee to review monthly financial statements and prepare for annual audits
 - Missouri Charter Public School Commission and the Missouri Public School Association
- Led efforts to secure a \$1.5M Federal Charter Program Grant, the largest awarded in 2020
- Re-envisioned the compensation model to align to industry benchmarking and incentivize performance through a bonus structure
- Overhauled data management processes to automate onboarding and improve federal data reporting

2012 - Present

Independent ACT and College Essay Tutor

- Support students in crafting personal statements and supplemental essays, guiding the brainstorming, outlining, drafting, revising, and editing processes of over two dozen students
- Provide targeted, data-driven ACT tutoring over six-to-eight-month engagements, focused on all 4 ACT subject areas and informed by performance on interim assessments and performance projections
- Spearheaded a forty-person, free ACT preparatory program at Normandy High School, through which students grew by as much as ten points on the exam

- 2018 - Present** **Pure Barre, Instructor**
- Design and lead five weekly barre classes with a focus on personalized instruction to meet client goals
 - Promoted to lead most popular classes due to strong customer satisfaction and substantial client waitlists
 - Support sales efforts, with a focus on acquiring new and upselling current clients
- Summer 2016** **Education Pioneers, Fellow at the New Teacher Center**
- Served as a Strategy Fellow through the highly-selective Education Pioneers Fellowship
 - Redesigned the product development process for the New Teacher Center's curricula and training packages
 - Conducted financial modeling to determine appropriate staffing and resource needs to optimize this product line
- 2013 - 2014** **The Boston Teacher Residency, Founding Writing Instructor**
- Designed and led a writing course for the inaugural year of the Dudley Promise Corps, a 90-person AmeriCorps extended learning program housed within the Dudley Charter School
- 2012 - 2013** **Teach For America, Corps Member, English Teacher**
- Designed and taught the curricula for English III, English IV, and African American Literature
- 2008 - 2012** **BodyHype Dance Company, Artistic Director**
- Directed biannual contemporary dance performances, including set list design and staging
 - Led 200-person annual auditions and ten hours of weekly rehearsals for this forty-person dance company

Education

May 2012

Princeton University, BA

Magna Cum Laude

Major: U.S. History

Minor: African American Studies

Accolades

- 2021 National Charter School Conference speaker
- 2021 Diverse Charter Schools Coalition Conference speaker
- 2012 Ruth J. Thesis Prize recipient for "You Ain't Black Enough: Identity Representation in the Black Power Movement", the highest departmental Honors Thesis award
- Valedictorian, Fenwick College Preparatory High School