

**BERNADETTE KARANJA, MBA**

bkaranja@msn.com | 414-412-8923 | <https://www.linkedin.com/in/bernadettekaranja/>

**PROFESSIONAL SUMMARY**

Workforce Development Executive with skilled experience in developing well-funded and collaborative government and nonprofit regional and local initiatives. Leadership in contract compliance, monitoring and training. Excels in community outreach. Strong sense of urgency, adept at driving for superior results, motivating staff and managing complex business & political relationships.

**Core Competencies include:**

Leadership Management | Nonprofit Fund Development | Project Management | Strategic Planning  
Business & Financial Analysis | WIOA Compliance | Inbound Marketing | Board Experience

**EDUCATION**

Alliant International University, San Diego, California, USA

**Master in Business Administration**

Magna cum Laude. 18 Management Science Courses

Kenyatta University, Nairobi, Kenya

**Bachelor of Education Degree in Business Management & Secretarial Sciences**

Honors

**CERTIFICATIONS & TRAINING**

Brensten Education

**Hub Spot & Digital Marketing Certifications**

**2014**

Exam FX

**Wisconsin State Licensed Life Insurance Agent**

**2013-2015**

The Prevention and Relationship Enhancement Program

**Healthy Relationship Educator Enhancing Harmonious Family Relationships**

**2006**

Orion Development Group

**Balanced Score Card Strategic Planning – Six Sigma**

**2004**

**PUBLISHED WORK**

Co-Writer: Milwaukee Re-entry and Workforce Pipeline Coordination Project

**2009**

**SAMPLING OF FUNDING AWARDS****Led Teams in Funding Awards – A sampling of \$126 million funded programs:**

**2001-2022**

PROPOSAL/INITIATIVE NAME	AWARD DESCRIPTION	AWARD AMOUNT
W-2 Regions 1, 2, & 3	Co-Author: TANF Job Center Management	\$84,000,000
Healthy Relationships	Co-Author: Ensure Child & Parental Safety	\$ 5,480,000
Mentoring Children of Prisoners	Author: Familial & Mentor Connections	\$ 2,300,000
Workforce Investment Act	Author: Youth Job Training & Placement	\$ 200,000
Project GAIN	Author: Re-aligning Child Neglect Paradigms	\$ 900,000
Maintained SDC's Fund Base	Supervise, Author, Edit, Proposals worth	\$25,000,000
<u>DirectConnectMKE</u> (DCMKE)	Implement Digitized Workforce Pipeline	\$ 3,583,200

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**EMPLOYMENT HISTORY & AREAS OF ACHIEVEMENT**

Common Council City Clerk's Office, City of Milwaukee, Wisconsin

**Workforce Development Coordinator (A City Leadership Position)****2017 - Present**

Head the Office of Workforce Development on behalf of Milwaukee's Common Council.

Advise 15 Council Members on Workforce Development Policy & Innovation.

Created a City-Wide Workforce Development Clearing House reaching over 4,000

Constituents via e-notify, and developed a \$3.5 million secure [Digital Workforce Pipeline](#).

Member of the Independent Review Committee for the 2022 Milwaukee Disparity Study.

Member of the City of Milwaukee Racial Equity & Inclusion Leadership Team

Employ, Milwaukee, WI. Formerly MAWIB. (Milwaukee's Workforce Board)

**Promoted to Compete Milwaukee Liaison (Director Level Position)****2014-2017**

In an advisory and operational capacity, provide, leadership coordination, performance evaluation, training and technical support relative to aligning key workforce development attributes at City of Milwaukee for Mayor Barrett's Compete Milwaukee Program.

**Associate Manager – Youth Services**

Member of the Leadership Team at Employ Milwaukee. Provide leadership and staff training in contract monitoring for more than \$6 million in non-profit revenue. Direct Quality assurance, contract compliance and technical assistance for 15 sub-contracted vendors.

Community Relations Social Development Commission, Milwaukee, WI

**Project Manager/Planning & Outcomes Manager****2010-2013**

Led a team of 30 in a federally regulated inventory closure of 53,000 items

in five weeks for a county-wide \$24 million program. Initiated new state

and federal funding that seamlessly integrated into existing programs.

Increased a \$48 million revenue base by 10% in 14 months. Promoted

eight months into accepting the new position.

Center for Self Sufficiency & V.E. Carter Development Group, Inc., Milwaukee, WI.

**Quality Assurance Manager & Healthy Relationship Educator****2005-2010**

Key national/regional contributor of \$5.4 million in revenue generation. Co-founded and led S. E. Wisconsin Healthy Relationship collaborative teams. One of these teams

selected Center for Self-Sufficiency, Inc. as lead agency to competitively

receive renewable five year funding for the S.E Wisconsin Healthy Relationship

Program. Monitored program compliance. Moderated & Instructed Healthy

Relationship Education for over 700 adults in major FBOs & CBOs.

Promoted a year after accepting the position.

Developed an internal audit system that facilitated V.E. Carter's first successful program compliance audit, saving 15% on cost and ultimately ensuring renewal of a contract worth \$2 million dollars.

Opportunities Industrialization Center of Greater Milwaukee, WI.

**Planning Director****2002-2005**

Lead revenue & strategic development team member which increased revenue for state and federal contracted programs from \$42 million to \$84.4 million. Presented program models at National Conferences. Promoted a year after accepting the job.

**MEMBERSHIPS & INTERESTS:** Chairperson of the Board, Northwest Side Community Development Corporation. | Rotary Charter Member of Mequon-Milwaukee Afterhours | Maximus Community Steering Committee | Racial Equity & Inclusion Leadership – City of Milwaukee