

# GRETCHEN VILLEGAS

CHIEF EXECUTIVE OFFICER  
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## BIOGRAPHY

Gretchen has held senior and executive leadership positions for over 25 years, managing budgets of over 320M+ USD. She lived and worked in Latin America and Africa, for 15 years, and most recently in the United States as a Chief Executive Officer and Senior Vice President leading strategy, new business, revenue generation, and product and program scaling. Gretchen has worked for non-profit's with annual revenue of 120M+ and corporations of 20B+. Gretchen successfully designed and negotiated a 60M USD multiyear revenue strategy that brought a three-fold increase for a global non-profit in just 24 months by leveraging various partnerships with corporations to access funding from the US Government.

Gretchen is a visionary leader who uses a North Star approach to guide teams towards a global impact goal. She uses data-driven, and evidence-based assumptions to forecast returns on investment for new business creation. Gretchen successfully guided the start-up team of 10X Impact Ventures on the foundational strategy attributes clarifying the social enterprise's purpose and goals which allowed them to pitch to investors. She is a skilled facilitator and presenter, managing more than 200 participants in a strategy session at a time, which she has done in Latin America, Africa, Asia and the United States with multicultural teams in attendance.

Gretchen has a Master's degree in Intercultural Management from the School for International Training, speaks fluent Spanish, is certified in the 9 Elements of Organizational Identity (gEOI) and is a Returned Peace Corps Volunteer.

## PROFESSIONAL ACHIEVEMENTS

- 500K+ reduction in overhead costs after executing a full organizational restructure
- 35M USD win from US Government resulting from non-profit/corporate partnership negotiation
- 10M families impact goal was facilitated through organization-wide strategy sessions and convenings
- 450 staff were trained in monitoring processes at on-site retreats
- 320M+ budget managed across 30+ countries and 1,000+ staff
- 60M USD multiyear revenue strategy that brought a three-fold increase for a global non-profit in 24 months

## SKILLS AND EXPERTISE

- Strategy Facilitation
- Leadership Convening
- Partnership Development
- New Business Development
- Expert Scale Strategist
- Sustainable Program Design
- Activity-based Budget and Data Management
- Proforma/Budget Analysis
- Organizational/Management Restructuring
- Leverage Identification and Negotiations
- Integrate and Coordinate Business Processes
- Data Monitoring System Development
- Program Management System Development
- Business Development Process Design