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2nd

Jeff Berkowitz

Competitive intelligence & opposition research for companies, campaigns and causes

Delve LLC • American University Washington D.C. Metro Area • 500+ &

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Recognized by Politico as "an opposition research and policy ace," Jeff Berkowitz formed Delve (and its predecessor company, Berkowitz Public Affairs) to provide breakthrough insights for winning campaigns through co... See more

Highlights



5 Mutual Connections You and Jeff both know Todd Wynn, Ken Vogel, and 3 others

Jeff's Articles & Activity 2,707 followers

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No good options on North Korea Jeff Berkowitz on LinkedIn



What can Trump do to stop North Korean military advances? In this wee... Jeff shared this



It's Tech Week at The White House! The best way to understand Trump's tech... Jeff shared this



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Experience



Founder & CEO Delve LLC Dec 2015 - Present • 1 yr 8 mos Washington D.C. Metro Area

Delve provides breakthrough insights for winning causes through competitive intelligence, opposition research, media and subject monitoring, policy analysis, and issue management. Our clients rely on us to help them achieve an information advantage on the issues and entities they face in the political, policy,

People Also Viewed



Rachel Vierling • 3rd Communications professional in affairs



Mike Avist • 3rd Training Instructor at U.S. Depar of Veterans Affairs



Patrick MacElroy • 3rd Director, Communications, PR & at Black & Veatch



Armand Cucciniello III • 2nd Foreign Affairs, National Security Global Communication, Project Program Management



Megan Scott • 3rd Outreach Coordinator at Senate Pennsylvania



Tony Jewell • 2nd Boardwalk Public Relations

Freddy Ford • 3rd Communications Director and Aide to President Bush at Office of George W. Bush



Lloyd Miller • 3rd Vice President of Technology & T at Delve LLC



Darrell Jackson, Jr., MA, ... Deputy Director at Fulton County and Youth Services



Yándary Zavala • 2nd Executive Director of Communic and Community Relations at Sal City School District

Learn the skills Jeff has

Facebook Marketing: Advertising Viewers: 41,059



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independent expenditure groups, and advocacy and educational groups.



Member of the Board of Directors

America's Future Foundation

Jan 2010 – Present • 7 yrs 7 mos

AFF is dedicated to identifying and developing young professional leaders for liberty, connecting them in a nationwide network that will foster the next generation of liberty-minded leaders.

I served as Vice Chair of the board for a year and half and as Chair for over three years. In all of these roles, I have helped AFF's Executive Director, staff, and volunteers achieve our mission successfully and efficiently through fundraising, strategic guidance and effective organizational governance.



Young Leadership Board member

Republican Jewish Coalition

May 2009 – Present • 8 yrs 3 mos

Member of the Board

Hamilton Foundation

Jul 2009 – Present • 8 yrs 1 mo

The Hamilton Foundation seeks to redefine the center of public debate with a different kind of think tank, developing new policies and messages to promote a self-reliant and secure citizenry, emphasizing what American entrepreneurship and history have shown to work best. We also cultivate a new generation of experts--people of real accomplishment who can present these ideas to the public in a compelling manner.

Media (1)

The Hamilton Foundation, a new kind of think tank. We seek to redefine the center of public debate.



Principal

Berkowitz Public Affairs

Jun 2010 – Dec 2015 • 5 yrs 7 mos

We produce breakthrough insights for winning campaigns through competitive intelligence, opposition research, and crisis and challenge management. Our clients rely on us to help them achieve an information advantage over their opponents on the issues and entities they face in the political, policy and business environments because they know a deeply informed campaign is crucial to their success. Those clients include Republican political campaigns, conservative advocacy and educational groups, and major corporations and industry groups.



Research Director

Republican National Committee

May 2009 – May 2010 • 1 yr 1 mo

- Recruited, trained and led 18-person department with multimillion dollar budget in conducting policy and legislative analysis and candidate and opposition research in support of the national and state Republican parties
- Built and oversaw RNC War Room, a 20-hour/day, 7-days/week news monitoring and real-time alerting service
- Provided strategic messaging guidance with supporting materials on targeted political campaigns, including VA and NJ Governor races and MA Senate special election, as well as critical policy debates, such as stimulating the economy, health care reform and Sonia Sotomayor's and Elena Kagan's Supreme Court nominations.
- Plan and execute daily, weekly and long-term messaging efforts to shape and challenge conventional wisdom on relevant political and policy issues in an effort to undermine and expose the Obama Administration and Congressional Democrats' liberal agenda, available via regular research briefing

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briefings, a rapid response YouTube channel, and live blogging of presidential and other events

Communications Director

Center for U.S. Global Engagement

Mar 2008 – May 2009 • 1 yr 3 mos

- Principal spokesman for Center and its signature initiative, Impact '08: Building a Better, Safer World
- Authored communications strategy and executed it with staff and outside public relations/new media teams
- Ghost-wrote and placed op-eds in national and state newspapers, including The Washington Post and Miami Herald
- Produced web-based talk show, "The Global Wire," with host Frank Sesno (CNN) and featuring high-profile guests such as Robert "Bud" McFarlane, Gov. Tom Ridge, and Sec. Madeleine Albright
- Overhauled Center's website and developed Center's first forays into social media tools (YouTube, FaceBook, Twitter, Blip.tv, blogging, etc.)
- Secured earned and paid (print and online) media for Center events and activities, including at both major parties' 2008 national conventions
- Booked and prepared Center staff and supporters for national and state TV and radio interviews
- Oversaw redesign of and regularly edited the Center's bi-weekly newsletter

Principal

Jeff Berkowitz Strategic Communication

Feb 2008 – Mar 2008 • 2 mos

Completed short term media analysis, policy research and communications assignments for political campaigns and other public affairs clients.

Deputy Communications Director and Research Director

Rudy Giuliani Presidential Committee

Jan 2007 – Jan 2008 • 1 yr 1 mo

- Recruited, trained and led 10-person team that provided information and analysis on candidate and opponent's records, current and historical events, and policy and political issues, and conducted due diligence and vetting
- Spoke regularly with members of the electronic and print press on background and off the record basis
- Wrote and edited wide range of materials, including op-eds, briefing papers, releases, speeches, and blast emails
- Provided analysis for strategy/messaging discussions with senior staff and media, polling and debate prep teams



Special Assistant to the Coordinator, Bureau of International Information Programs

U.S. Department of State

Jun 2006 – Jan 2007 • 8 mos

- Developed communications programs utilizing emerging creative media technologies (TV, Radio, Internet) to reach strategically important foreign audiences
- Provided communications guidance and planning for Under Secretary Karen Hughes and other senior officials
- Conducted outreach to U.S. private sector (particularly technology, entertainment and communications industries) to support and augment government public diplomacy efforts

Associate Director of Scheduling for Research

The White House

Feb 2005 – May 2006 • 1 yr 4 mos

- Oversaw 5-person team preparing timely, accurate and thorough research and vetting for Presidential Events Team, Vice President's Office, Mrs. Bush's Office, Political Affairs, Public Liaison and other offices

President's Liaison to the American Jewish Community

The White House

Mar 2005 – Mar 2006 • 1 yr 1 mo

- Represented the President in the Jewish community and engaged community leaders on issues of mutual importance through speeches, conference calls, meetings, briefings and email communications

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Feb 2005 – Feb 2005 • 1 mo

Researched and wrote issue talking points, op-eds and releases to advance RJC's message

Official Proceedings Staff

55th Presidential Inaugural Committee

Dec 2004 – Jan 2005 • 2 mos

Coordinated program participant logistics for Swearing-In Ceremony and other official events



Senior Defense and Foreign Policy Analyst

Republican National Committee

Aug 2003 – Dec 2004 • 1 yr 5 mos

- Briefed Vice President and other White House, Bush-Cheney and RNC staff
- Wrote Defense, Foreign Policy, Iraq, Intelligence, Homeland Security and Veterans Affairs issue briefings, which served as a primary resource for Bush Cheney campaign and RNC staff
- Provided research for campaign ads, rapid response releases, speeches by the President, Vice President, RNC Chair and other surrogates, background materials for reporters, and over 20 issue papers to assist with debate preparation
- Oversaw online communication program with 120,000+ press, blogger and grassroots contacts



Research Analyst and Projects Coordinator

Republican National Committee

Jul 2002 – Jul 2003 • 1 yr 1 mo

- Oversaw online communication program with 120,000+ press, blogger and grassroots contacts
- Provided research materials to support by candidates in 2002 mid-term Congressional and Gubernatorial elections



Director of Marketing

Intercollegiate Studies Institute

Feb 2002 – Jul 2002 • 6 mos

- Wrote opinion pieces for national media and gave speeches to promote organizational message
- Developed \$150,000 marketing campaign, including magazine and web ad design and placement, direct mail/email

Director, Membership Services and Technology Development

National Energy Marketers Association

Feb 2000 – Aug 2001 • 1 yr 7 mos

- Wrote speeches and presentations for Association President and assisted in media booking and other press relations
- Developed and implemented marketing strategy resulting in 150% increase in membership

Northeast Field Director

College Republican National Committee

Aug 1999 – Nov 1999 • 4 mos

Created and strengthened College Republican clubs on over 80 campuses in 11 states

Program and Finance Coordinator

College Republican National Committee

Mar 1999 – Jul 1999 • 5 mos

Handled all media communications and marketing for 53rd Biennial Convention, raising over \$40,000 sponsorship funds and bringing attendance to over 500 registrants -- more than double the expected turnout.

[See fewer positions](#)

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1997 – 2001

Activities and Societies: Alpha Epsilon Pi, student government, College Republicans

Area specialization in Southeast Asia and functional specialization in international communication.

HELP Institute, Kuala Lumpur

Political Science and International Affairs

2001 – 2001

Researched impact of globalization on Malaysian politics, focusing on resurgence of Islamic radicalism

Amity Regional Senior High School

High School Diploma

1994 – 1997

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Featured Skills & Endorsements

Competitive Intel... · 13

Endorsed by Peter Paul Kaputsos, who is highly skilled at this

Opposition Resea... · 11

Peter Paul Kaputsos and 10 connections have given endorsements for this skill

Research · 33

Endorsed by 2 of Jeff's colleagues at Republican Jewish Coalition

Endorsed by 7 people who know Research

View 44 more

Recommendations

Received (60)

Given (50)

Joshua Trager

English Language Development Teacher (ESL) / Tutor / Administrative Support

July 13, 2009, Joshua and Jeff were students together

Jeff and I attended American University together. Though we studied in different academic fields, Jeff showed his professionalism and attention to detail in everything he did.

Devorah Goldberg

Team Lead, Public Affairs Officer, U.S. Army, PD-Enterprise Services, at Mission1st Group

May 21, 2008, Jeff was a client of Devorah's

Jeff was a fantastic resource who helped me identify groups in the Jewish community to contact regarding American Red Cross support for Magen David Adom, the Israeli Red Cross. He is very well connected in this community and has a great deal of insight into key issues facing the Jewish community. Devorah Goldberg, former Senior Officer, Strategic Response, American Red Cross

Messaging



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