



Stephanie O'Dear

Kansas City Marketing and Sales Professional Stephanie O'Dear

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An MBA graduate of the Massachusetts Institute of Technology, Stephanie O'Dear serves as the head of marketing for the Retirement Solutions Group at Empower Retirement. Since assuming this position in 2014, she has spearheaded marketing efforts to hit annual sales goals, improve the customer experience and increase lead generation. To accomplish this feat, Stephanie O'Dear instituted policies and practices that significantly boosted sales leads, satisfaction scores and asset capture.

Before joining the Empower team, Stephanie O'Dear served as vice president of sales strategy/support and vice president of strategic communications with the global financial services firm J.P. Morgan. She entered the world of entrepreneurship in the mid-2000s as president of the Cosmopolitan Group, an agency which represented a multimillion-dollar designer clothing company in New York City.

Over the years, Ms. O'Dear has led significant fundraising and operational activities for civic organizations such as the Junior League and the Lyric Opera of Kansas City. In her free time, she stays fit by attending spin classes and practicing Bikram yoga.

EXPERIENCE

Empower Retirement

Aug 1, 2014 - Present

Head of Marketing

J.P. Morgan Chase

Jun 1, 2011 - Aug 1, 2014

VP

Martech

Jan 1, 2009 - Jun 1, 2011

VP

EDUCATION

Massachusetts Institute of Technology

Sep 1, 2015 - Jun 1, 2017

MBA

University of Missouri

Aug 1, 1987 - May 1, 1992

BA

Journalism