



# MICHAEL ANDERSON

## DIRECTOR OF PARTNERSHIPS

### CONTACT

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-  San Francisco, CA

### SKILLS

- grant writing
- relationship management
- community outreach
- performance evaluation
- negotiation
- strategic alignment

### LANGUAGES

- English
- Spanish
- French

### EDUCATION

BACHELOR OF ARTS IN SOCIOLOGY,  
UNIVERSITY OF CALIFORNIA

### ACHIEVEMENTS

- Increased partnership funding by 50% within two years through targeted outreach.
- Received the 'Excellence in Partnership Development' award from the State Non-Profit Council.
- Implemented a successful community engagement campaign that reached 5,000 residents.

### PROFILE

Accomplished Non-Profit Partnerships Manager with an extensive background in building and sustaining collaborative relationships aimed at enhancing community impact. Expertise lies in aligning organizational goals with partner capabilities to create synergistic opportunities that drive social change. Demonstrated proficiency in grant writing, fundraising, and managing multi-stakeholder projects. Highly analytical with a focus on leveraging metrics and feedback to refine partnership strategies.

### EXPERIENCE

#### DIRECTOR OF PARTNERSHIPS

##### Unity for Change

2016 - Present

- Led partnership initiatives that resulted in a 60% increase in community program reach.
- Developed and implemented a comprehensive partnership strategy that aligned with organizational vision.
- Negotiated contracts with key stakeholders to secure funding and resources.
- Managed a portfolio of partnerships, ensuring alignment with organizational objectives.
- Utilized data analytics to assess partnership performance and inform strategic decisions.
- Organized community events to promote partnership initiatives and engage stakeholders.

#### PARTNERSHIP COORDINATOR

##### Local Action Network

2014 - 2016

- Supported the development of strategic partnerships with local businesses and government agencies.
- Assisted in the preparation of grant applications that secured over \$1 million in funding.
- Conducted outreach activities to promote partnership opportunities within the community.
- Maintained relationships with existing partners through regular communication and updates.
- Coordinated training sessions for partners to enhance collaborative efforts.
- Evaluated partnership outcomes to report on effectiveness and areas for improvement.