



MICHAEL ANDERSON

Senior Strategic Partnerships Manager

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SUMMARY

Visionary strategic alliances manager with over a decade of expertise in fostering collaborations within the non-governmental sector. Proven track record in identifying synergies between organizations to enhance programmatic impact and resource mobilization. Adept in negotiating high-stakes partnerships that align with organizational goals while driving sustainable growth. Recognized for developing innovative frameworks that facilitate stakeholder engagement and collaboration across diverse sectors.

WORK EXPERIENCE

Senior Strategic Partnerships Manager Global Impact NGO

Jan 2023 - Present

- Led the strategic partnership development process, identifying key stakeholders and potential collaborators.
- Designed and implemented partnership frameworks that resulted in a 30% increase in joint funding initiatives.
- Facilitated cross-functional teams to align organizational objectives with partner goals.
- Utilized data analytics to evaluate partnership performance and optimize engagement strategies.
- Conducted workshops to enhance partner capacity in project management and reporting.
- Represented the organization at international forums, enhancing visibility and attracting new partners.

Partnership Development Officer Humanitarian Aid Organization

Jan 2020 - Dec 2022

- Established and nurtured strategic alliances with local NGOs to enhance program delivery.
 - Conducted needs assessments to identify gaps in service provision and potential partnership opportunities.
 - Monitored and evaluated the impact of collaborative projects, reporting on outcomes and best practices.
 - Negotiated partnership agreements that improved resource sharing and reduced operational costs.
 - Developed training materials for partners on best practices in project collaboration.
 - Organized annual partnership conferences to facilitate knowledge exchange and networking.
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EDUCATION

Master's in International Relations, University of Global Affairs

Sep 2019 - Oct 2020

ADDITIONAL INFORMATION

- **Technical Skills:** strategic planning, partnership negotiation, stakeholder engagement, data analysis, project management, capacity building
- **Awards/Activities:** Secured over \$5 million in funding through strategic partnerships.
- **Awards/Activities:** Recognized as 'Partnership Champion' at the International NGO Conference 2022.
- **Awards/Activities:** Increased partnership satisfaction ratings by 40% through improved communication strategies.
- **Languages:** English, Spanish, French