

# andrew **simmerman**

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## PROFILE

Passionate non-profit leader, community collaborator, and educator with 9+ years experience in designing, implementing, and executing short-term and long-term strategic plans that align with ambitious visions and goals. A San Diego native and California connector, working to improve collaboration and community involvement through a focus on relationship building and shared vision

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## EXPERIENCE

### **RISE San Diego**

San Diego, CA

*Vice President of Business Development, RISE@Work*

*Sept '17 – Present*

- Oversee building out the "3C's" of start-up social enterprise RISE@Work: Company, Contacts, Curriculum and manage a team of six
- Develop short-term and yearlong contracts with partner organizations, companies and school districts to provide diversity, equity and inclusion trainings that goes towards funding the RISE San Diego Urban Leadership Fellows Program
- Implement the Integrated Marketing and Communications Plan during six-month pilot period of RISE@Work

### **Andrew Simmerman Consulting**

*Owner and Consultant*

*Jan '17 – Present*

- Provide array of consulting and freelance services, including: startup support, strategic planning and vision formation, brand strategy and communications, developing critical connections, event planning, recruiting, and more

### **University of San Diego, Institute for Entrepreneurship in Education**

San Diego, CA

*Spark Series Lead*

*Apr '17 – Present*

*Communications and Project Development Manager and Member of Leads Team*

*Jan '17 – Sept '17*

*Leadership and Professional Learning Specialist*

*Sept '16 – Dec '16*

- Currently lead the rebranded "Spark Series: fostering equity and innovation in our schools" speaker series
- Promoted to lead efforts to redefine Institute mission, redesign Institute website and marketing materials, and manage multiple flagship projects that include members of various Institute teams
- Establish and cultivate relationships across Institute teams (Research, Professional Learning, Faculty, etc.) and also within peer organizations, school districts and business community (increased industry partnerships by 300%)
- Strategic consulting on vision and priorities with district superintendents, principals, and teachers

### **Teach For America**

San Diego CA

*Head of Partnerships and Founding Member of Leadership Team*

*June '15 – Sept '16*

- Built and maintained strong relationships with many of San Diego's low-income schools and districts, respected community non-profits, and prominent educational and political leaders

- Managed the expansion of school/district partners (from 8 partners in '13 to 17 partners in '15)
- Established and facilitated hiring processes to ensure that 100% of corps members were hired by the first day of school in September (increased percentage of corps members hired pre-summer from 5% in 2013 to 75% in 2015)
- Made region-wide strategic plans, integral part of all major decisions across functional teams, and facilitated all-staff team meetings (per annual survey results, consistently maintained a top five region for corps member and alumni culture out of TFA's 52 regions across the country)

*Manager of Growth, Development and Partnerships*

*Oct '13 – June '15*

- Promoted quickly to provide organizational development and partnership strategies, operating structures, and execution of vision, goals, and annual strategic plan
- Managed every regional donor portfolio, including major gift donors, philanthropic foundations, and corporations (increasing fundraising goals from \$850K in 2013 to \$2M in 2016 and launching our Innovation Consortium with local STEM companies like ResMed and Illumina)
- Secured \$1.2M in 2015 through effective donor cultivation, stewardship, and relationship building (working alongside board of directors and executive director to increase corporate funding by 600% through quality connections and opportunities with prominent corporate partners)

*Operations Specialist and Launch Team Member*

*June '13 – Oct '13*

- Managed and tracked \$250K non-payroll spending budget
- Established many operating procedures and systems where such structures did not exist as a start-up region

### **Reality Changers**

San Diego CA

*College Apps Academy Instructor, Curriculum Designer*

*Aug '12 – June '13*

- Instructed 6 course sections of 20 students regarding all pieces of the college application process (100% of students were admitted to at least one college/university and became the first in their family to go to college, with 4 students earning the prestigious Gates Millennium Scholarship)
- Constructed the copyrighted curriculum as well as all Academy marketing pieces and instructor materials, while collaborating with staff on growth planning

### **Endeavor College Preparatory Charter School**

Los Angeles CA

*6<sup>th</sup> Grade Reading Teacher*

*Aug '11 – July '12*

- Designed and implemented standards-based curricula for 6th grade reading and intervention classes at a school with 90% of students qualifying for the Free and Reduced Lunch Program
- Inspired students to reach their maximum academic potential through use of inventive reading programs (73% of students scored Proficient or Advanced on the English Language Arts state exam, compared to 45% two years prior and a district average of 48%)

### **Academy for Language and Technology High School**

Bronx NY

*9<sup>th</sup> Grade ESL Teacher, ESL Department Chair, Title III Program Director*

*Aug '08 – June '11*

- Selected from more than 30,000 applicants nationwide to join Teach For America, a national teacher corps of recent college graduates who commit two years to teach in under-resourced public schools
- Designed and implemented project-based learning curricula for beginning and advanced 9th grade ESL classes at a bilingual high school with 93% of students having recently entered the country
- Oversaw the ESL department containing 6 teachers, and collected data for all 294 students

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## **EDUCATION**

**Master of Science** in Education

Bronx, NY

City University of New York, Lehman College

April 2010

- *Honors:* AmeriCorps Full-Tuition Award

**Bachelor of Arts** in Advertising  
Pepperdine University

Malibu, CA  
April 2008

- *Leadership*: Residential Advisor, TOMS Shoes “Day Without Shoes” Founder, Math Tutor
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## LEADERSHIP

**USD Trans-Border Opportunities Certificate** (*expected August 2017*) Run through the Trans-Border Institute at the University of San Diego, this program prepares working professionals and aspiring civic leaders to help shape the future of the border region. Participants learn to identify unique possibilities for business, entrepreneurship, activism, and public problem-solving presented by the border environment.

**RISE San Diego – 2015 Urban Leadership Fellow** In collaboration with University of San Diego’s Leadership Institute, RISE Fellows are offered the next phase of their development, enabling them to lead more effectively in the face of the complex and seemingly intractable challenges present in their communities. Awarded Certificate in Urban Leadership by the University of San Diego in July 2016

**LEAD San Diego – IMPACT Class of 2015** Often described as a "master's degree" on San Diego, IMPACT highlights historic and contemporary perspectives on relevant regional themes and features presentations from leading experts and key community leaders

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## INTERESTS

When I’m not working, I enjoy going to concerts, being active (running, hiking, playing basketball), and reading at my favorite coffee shops.