

# ADAM JOSEPH NAZAROFF, Ph.D.

Highly capable program and partnership manager, currently leveraging proven history of customer engagement and team management to support learner success with Stanford University. Secured >\$1.2m annually in new customer engagement. Managed cross-functional collaborations with compliance, legal, tax, tech, and marketing units for end-to-end delivery of 5-10 projects each year.

## EDUCATION

Ph.D., Anthropology  
Stanford University  
2009-2015

M.A., Anthropology  
University of New Mexico  
2007-2009

B.A., Anthropology  
University of California, Berkeley  
2005-2007

## RELEVANT SKILLS

Partnership Development &  
Stakeholder Management (10+  
years)

Program Management (6+ years)

Project Value Communication

Project Road Mapping

Client & Customer Need Finding

Statistical Analysis (multivariate &  
probability statistics)

Project Management Involving  
Multiple Cross-Functional Teams

Writing & Communication (6+  
peer-reviewed publications)

## RELEVANT WORK EXPERIENCE

Associate Director, Global Partnerships  
Stanford Center for Professional Development | April 2021 -  
Present

- Proactively identify, secure, and manage partnerships with business, government, and educational organizations
- Create global strategies extending Stanford educational products to diverse audiences
- Develop and execute complex education and business programs incorporating multiple global stakeholders
- Develop and manage short and long-term licenses of Stanford educational assets for international clientele
- Lead quantitative/qualitative assessment of program impact; design iterations to enhance success
- Communicate program goals and outcomes to business and academic stakeholders; develop program stories which exemplify program impact

Associate Director, Business & Program Development  
Stanford Center for Professional Development | Nov 2016 - April  
2021

- Managed business development activities for organizational products and services
- Fostered relationships with international organizations, companies, startups, governments, and universities
- Prepared custom proposals and presentations for potential clientele, responded to public requests for proposals, and negotiated development of custom educational programs for businesses and governments
- Executed end-to-end high-impact international custom executive education programs
- Communicated program goals and outcomes to business and academic stakeholders

## NOTABLE RESEARCH AWARDS

ACLS Dissertation Completion  
*American Council of Learned  
Societies & Mellon Foundation*

Doctoral Dissertation  
Improvement Grant  
*National Science Foundation*

---

## WRITING AWARDS

Top 5 Cited Articles (2013-2014)  
*Geoarchaeology* (peer-reviewed)

Most Cited Articles (2010-2015)  
*Journal of Archaeological Science*  
(peer-reviewed)

---

## PROFESSIONAL CERTIFICATES

Advanced Project Management  
*Stanford Center for Professional  
Development*  
2016

## University Consultant

We Travel | March 2016 – Nov 2016

- Developed and directed university travel product, and university relations program
- Identified and recruited multiple potential university travel partners
- Established protocols for educational product development with leadership team. Assisted with partner program operations

## Client Relations Manager

Zicasso | December 2015 – November 2016

- Actively coached company partners on best practices and customer relations
- Directly managed Client Relations Specialist in daily job tasks and career-oriented goals
- Provided quantitative evaluation of the success of company products in an international marketplace
- Enhanced customer relations through proactive management of partner-client interactions
- Successfully worked with clients and partners from various countries and cultural contexts

## Director

Anatolian Archaeological Raw Material Survey | July 2010 – June 2015

- Developed international research project with multiple interdisciplinary members
- Coordinated research plans and operations. Oversaw multiple student researchers
- Successfully acquired \$75,000+ in funding. Managed budgets, accommodations, permits, and equipment on an international scale.
- Established productive, long-term partnerships among government, private, and academic communities in the USA, Central America, and the Middle East.

---

## INTERESTS & HOBBIES

Writing Literary Fiction: *Published short story author (literary magazines)*

Training Competitive MMA: *Trained in combat sports for 10+ years; planned competitions in 2023*

Learning Japanese: *Self-taught for 6 months*

---