

AMANDA CALDER

MBA / MPA



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Newark, DE

PROFILE

Mission-driven leader with over 15 years of experience guiding nonprofits, governments, and businesses to achieve transformative goals. My work has centered on building strategic partnerships, securing resources, and translating ambitious visions into actionable strategies. Now, as a PhD student in Disaster Science & Management at the University of Delaware, I am focusing my expertise on advancing community-led disaster response, economic resilience, and equitable recovery.

EDUCATION

University of Delaware

Expected graduation 2030
PhD Student, Disaster Science and Management

New Economy Leaders Academy

2024-25

Harvard Kennedy School

2024, Certificate, Nonprofit Management and Leadership: Strategies for Organizational Success

Presidio Graduate School

2020 MPA
2017 MBA

Gettysburg College

2009 BA Management

COMMUNITY ENGAGEMENT

Upstate Pride SC

Board Member, 2023-24

Pueblo Inglés

Volunteer in Spain, 2021

Association of Fundraising Professionals

Mentor, 2020-22; Co-Chair, Mentorship Program, 2019; Marketing Committee, 2018-19

RECOGNITION

State of Inclusion Podcast

Guest Speaker, 2024

Silicon Valley Business Journal

40 Under 40, 2019

Gettysburg College

Featured alumni profile, 2020

Gentry Magazine

Changemaker profile, 2019

PROFESSIONAL EXPERIENCE

University of Delaware | Expected Graduation 2030 | Newark, DE

PhD Student, Disaster Science and Management

Graduate Research Assistant, September 2025 - Present

Compiling, coding, and analyzing research related to COVID-19 recovery in higher education.

Summer 2025 - Managed a DRCit! project on the impact of disasters on renters and mitigation decision-making with the Disaster Research Center, contributing to the \$16M NSF-funded Coastal Hazards, Equity, Economic Prosperity, and Resilience (CHEER) Hub. Produced professional topic and theme summaries for emergency management education and created a 5-minute educational video.

Project Equity | 2023-2025 | Remote

Associate VP of Advancement, Partnerships, and Learning Products, 2025
Director of Advancement and Partnerships, 2023

Secured \$9M in single- and multi-year grants through 24 new and numerous existing partnerships with national and regional foundations to advance employee ownership (EO) to strengthen small businesses and build wealth for workers. Cultivated relationships with 30+ prospective funders and had an additional \$6M in proposals pending.

Supervised development team members and collaborated cross-functionally to advance organizational goals. Also built core infrastructure to scale EO Advantage professional learning products for business advisors as an earned revenue stream and hired an Associate Director of Learning Products. Developed content for organizational communications, including annual reports. Supported organizational transition in 2024 from fiscal sponsorship to independent 501(c)(3) status.

San Francisco Bay Area Planning and Urban Research Association (SPUR) | 2017-2022 |

San Jose, CA

Director of Corporate Philanthropy & Membership, 2020

Interim Foundation Relations Manager, 2019

San Jose Development Manager, 2017

Partnered with the Chief Development Officer to implement a regionally focused engagement model, reaching 400+ business, government, and community organizations and 3,000 individual members. Led restructuring of the development department and cross-functional collaboration to align donor engagement with our research, education, and advocacy for an equitable, sustainable, and prosperous Bay Area. Exceeded \$7M revenue goals, including \$2.5M+ in membership and event sponsorships; retained 95% of business members and secured 50+ new corporate partners. Co-led a 2021 task force to transition 100+ annual public programs to be free and accessible, repositioning membership value around impact instead of transactional benefits.

In previous roles: (1) developed a regional strategy for foundation relations and grants management to prepare the organization to hire a full-time grants manager; (2) managed philanthropic giving and stewardship of corporate donors in Silicon Valley; (3) planned the inaugural SPUR Impact Awards—a 350-person luncheon honoring public sector employees; (4) assisted with Salesforce NPSP implementation.

Modern Management Consultants (MMC-HR) | 2011-2017 | Los Angeles, CA

Senior Consultant, 2014

Consultant 2011

Consulted with over 170 small business clients on complex HR solutions to mitigate risk, ensure compliance with labor and employment laws, and streamline administrative processes. Led the transition to Microsoft Dynamics CRM, managing customization, data migration, staff training, and implementation.

Logic Mate Software Inc. | 2010-2011 | Glendale, CA

Sales and Marketing Representative

Advised 100+ clients on selecting and integrating enterprise retail and wholesale inventory systems, POS software, websites, and other technology solutions. Produced video tutorials to improve user onboarding and customer experience. Spearheaded the implementation of Salesforce as the company's first CRM platform, enhancing client relationship management and data tracking.

NOVA Lighting | 2009-2010 | Los Angeles, CA

Sales and Marketing Representative

Managed wholesale operations for 20 key corporate accounts and set performance goals and KPIs for 30+ independent sales reps nationwide.