

Daniel Zorub

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Education

University of California Santa Barbara (UCSB), Santa Barbara, CA

Master of Arts, Global & International Studies – *Orfalea Fellow*

Thesis Project, Political Risk Management for International Education

Bachelor of Arts, Global & International Studies

Bachelor of Arts, Middle East Studies

Lebanese American University, Beirut, Lebanon

Intensive Arabic Study Abroad Program

Relevant Experience

Vitamin Angels + Walgreens – Account Manager & Divisional Coordinator

2015 – 2016

Santa Barbara, CA

- Generated \$48M+ in assets providing CSR, cause-marketing and employee engagement solutions for corporate partners
- Worked closely with VP of Development to manage global mass market accounts, primarily the Walgreens-Boots Alliance
- Managed projects with \$500k+ budgets delivering “impact story kits” for 250k retail employees at 8147 Walgreens stores
- Systemized content collection and legal use of 615 unique beneficiary impact stories from 73 NGO partners in 18 countries
- Managed multinational team of 20+ media consultants in 8 countries for content collection and video production projects
- Responsible for relationship building with corporate partner marketing, sales, events, facilities, and creative agency teams
- Drafted proposals and pitches for global business development for the Walgreens-Boots Alliance, Jameson, and Clicks
- Wrote internal and external communications for corporate partners such as Walgreens, Boots, Pfizer, Bayer, and Jameson
- Attended tradeshows cultivating \$100k+ in new business with donors such as Danone and the US Pharmacopeia
- Produced \$110k in grants revenue thru capacity building, development, and implementation of grant writing strategies
- Brokered and cultivated strategic partnerships with nonprofit corporations such as the Clinton Global Initiative

University of California Santa Barbara - Orfalea Fellow

2012 – 2014

Santa Barbara, CA

- Earned \$15k Fellowship Award and \$5k Field Research Grant from the Orfalea Foundation
- Conducted primary research for thesis project analyzing political risk and travel risk management for UC EAP programs
- Established enterprise risk management policy recommendations to achieve programmatic objectives based on institutional, legal, insurance, financial, critical asset, health, safety, and operating environment risk factors
- Produced international travel risk management framework for UCSB Department of Global Studies
- Assisted faculty with curriculum development and instructional implementation for over 1600 undergraduate students
- Received \$4k+ in research awards from the New Leaf Grant, Danish Institute for International Studies, and UC RMP

Carnegie Endowment for International Peace - Communications Intern

Summer 2013

Beirut, Lebanon

- Managed editorial calendar and drafted communications for online publications, and multilanguage website platforms
- Vetted press inquiries, and managed center media relations with local, regional, and international media outlets
- Acquired \$4M in funding from the United Kingdom's Department for International Development by conducting internal secondary market research into Carnegie media and activity reports to produce deliverables for grants

William J. Clinton Foundation, Clinton Global Initiative (CGI) - Sponsorship Intern

Spring 2012

New York, NY

- Produced weekly market research reports on CGI Corporate Sponsors to brief and inform account managers
- Conducted internal market research to collect and convert data into deliverables for fundraising projects
- Acquired \$500k from The Bill & Melinda Gates Foundation & \$250k from The Joyce Foundation

Awards & Memberships

Awards: Orfalea Fellowship (\$20k), Grad Division TA Award, Daughters of the American Revolution, California Boys State

Memberships: Clinton Global Initiative, Clinton Foundation 20/30, Clinton Foundation Alumni, UCSB Alumni Association

Skills

Language: Arabic (Limited Working Proficiency), Lebanese Colloquial (Conversational), German (Elementary Proficiency)

Technical: Client Relationship Management Software (Sales Force, The Raiser’s Edge / Blackbaud, Microsoft Dynamics, Vocus, iCims), LexisNexis, Creative & Web Design (Photoshop CS5, Dreamweaver, HTML, WordPress), Social Media