

# NATE SILVERMAN

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(425) 241-6766

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## SUMMARY OF QUALIFICATIONS

Proven results-oriented strategic business development executive with a nearly 20-year track record of driving revenue and leading cross-functional efforts to expand into new markets and channels. Well developed inter-personal, customer communication, problem-solving and leadership skills comfortable presenting to executives as well as front-line staff. Experience in numerous industries with ability to quickly develop an in-depth knowledge of new products and markets.

## PROFESSIONAL EXPERIENCE

- 2012-Present **CoreConnex, Inc.** *Director of Global Partnerships* [www.Corelytics.com](http://www.Corelytics.com) Bellevue, WA  
Develop and nurture partnerships with leaders and industry associations within target vertical markets. Assist in creation of system for franchise operators to monitor financial performance and provide targeted advisory services to increase the overall profitability systemwide.
- 2006-Present **SILVERMAN CONSULTING LLC** *Principal* [www.SilvermanConsultingLLC.com](http://www.SilvermanConsultingLLC.com) Redmond, WA  
Partner with entrepreneurs to identify and evaluate strategic options and business opportunities, then secure buy-in from key stakeholders. Accelerate profit growth of small to mid-size company (SMB) clients by partnering with the ownership team to assess and improve business planning, financial analysis, leadership, sales and marketing operations, productivity and risk management.
- Raised millions of investment capital for clients to date.
  - Generated millions of dollars in early revenue for clients.
  - Clients accomplish growth goals up to five times faster.
  - Managed all strategic and day-to-day operations for company.
- 2011-2012 **PITCHBOOK DATA, INC.** *Director of Business Development* [www.PitchBook.com](http://www.PitchBook.com) Seattle, WA  
Successfully led sales entry into new vertical market for company's B2B SaaS solution, conducting competitive analysis, developing initial messaging, and securing commitments from beachhead customers.
- Nurtured sales pipeline to team record in final month at the company.
  - Engaged in every step of sales cycle, from cold call prospecting to online sales presentation, negotiations, close and transfer to account management team.
- 2010 **NORTH STAR FINE COFFEES** *Interim CEO* [www.NorthStarFineCoffees.com](http://www.NorthStarFineCoffees.com) Seattle, WA  
Transformed from a family-owned business to a professionally run and managed e-commerce enterprise, leading company to triple-digit growth while streamlining processes and enhancing brand and quality control.
- Supervised 12 direct reports, including sales, marketing, IT, procurement, fulfillment, customer service and finance department heads.
  - Negotiated complex three-party marketing partnership and investment deal with private equity firm to fund expansion.
- 2003-2006 **WASHINGTON TECHNOLOGY CENTER** [www.WaTechCenter.org](http://www.WaTechCenter.org) Seattle, WA  
*Manager, WTC Angel Network 2003-2006*  
Nationally recognized as pioneer in angel group formation and managing joint federal- and state-funded economic development program.
- Founded and managed four "angel investor" groups, recruiting nearly 70 individual private investors and facilitating more than \$3 million in investments for early stage ventures.
  - Built network of local channel partners across the state to increase commercialization of new technologies, leading to a 75% increase in program revenue while decreasing costs by 50%.
  - Exceeded all program goals by 50-200% and delivered 33% under budget.
  - Wrote, marketed and conducted eight half- or full-day seminars for entrepreneurs and angel investors.

*Manager, Federal Grant Program 2005-2006*

Led statewide consortium to educate companies on developing successful partnership programs with federal agencies.

- Produced and presented two half-day seminars and three one-hour breakfast lectures, increasing attendance with each event.

2002-2003 **ALLIANCE OF ANGELS** *Program Manager* [www.AllianceofAngels.com](http://www.AllianceofAngels.com) Seattle, WA  
Managed relationships with entrepreneurs and members (more than 100 angel and institutional investors).

- Coached nearly 200 management teams on business strategy and investor presentations.
- Increased membership by 15% through reduced turnover and new member subscription.
- Organized and managed 20 entrepreneur and investor education events.
- Researched and created analytical reports on 50 distinct markets and industries.

1998-2000 **ORANGE COUNTY'S UNITED WAY** [www.UnitedWayOC.org](http://www.UnitedWayOC.org) Irvine, CA  
*Manager, New Business Development 1999-2000*

Founded new position within organization to build partnerships with high-growth companies, based on a feasibility study I conducted.

- Raised \$648,000 (exceeding goal of \$200,000) by managing first-time fund-raising campaigns for 84 companies in the region.

*Marketing Specialist 1998-1999*

- Co-developed and implemented strategic marketing plan, leading to \$2 million increase in annual donations.

*Campaign Account Manager 1998*

- Led team of 19 people to service more than 100 corporate accounts, increasing donations from \$3.6 million to more than \$4 million in one year.

1995-1998 **PAINE & ASSOCIATES** *Public Relations Manager* [www.PainePR.com](http://www.PainePR.com) Costa Mesa, CA  
Counseled 40 public relations clients across industry sectors, including Shuttle By United, Salon Magazine, Pioneer Electronics, Taco Bell, and Caltrans regarding media relations, product launches, branding, and crisis communications.

- Created and implemented a public awareness program reaching out to school children in dozens of assemblies.
- Improved internal process to identify, research, and pitch to new clients, leading to \$2 million in new business within a year.

**EDUCATION**

June 2002 **UNIVERSITY OF WASHINGTON** *Masters of Business Administration* Seattle, WA  

- Co-Chair, 2002 Business Plan Competition
- President, Global Business Association

June 1994 **UNIVERSITY OF CALIFORNIA, SAN DIEGO** *BA in Economics* La Jolla, CA  

- Minors in Psychology and Philosophy
- Vice President of Operations, Alpha Kappa Psi Business Fraternity