

ADAM JOSEPH NAZAROFF, PH.D.

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SUMMARY

Senior program and partnerships leader with 9+ years of experience designing and operating complex projects and cross-functional teams. Expertise in building scalable frameworks, operational governance, and data-driven reporting. Skilled in delivering global products and building partnerships that drive revenue, enhance risk mitigation, and achieve stakeholder outcomes. Stewarded \$300M+ in project funds, and regularly secure \$1.2M+ in new product revenue annually.

RELEVANT SKILLS

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| • Strategic Partnership & Stakeholder Management | • Cross-Functional Leadership |
| • Product Delivery | • Change Management |
| • Program Design & Roadmapping | • CRM Systems & Salesforce |
| • Program Governance & Operations | • Compliance Management & Risk Assessment |
| | • Staff Supervision & Team Management |
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WORK EXPERIENCE

Director, Research Alliance Relations

Vice Provost and Dean of Research, Stanford, CA (5/23 – Present)

- Built a new team to administer complex strategic partnerships; scaled operating models, enhanced workflows, and achieved targeted KPIs across collaborations responsible for more than 130 research and education projects.
- Chaired cross-functional governance committee with legal, finance, tax, and marketing to reduce risk and enhance speed of operational delivery across programs.
- Stewarded partnerships supporting \$300M+ in program funding; resolved issues impacting performance, compliance, and stakeholder outcomes.
- Authored quarterly reports highlighting key performance metrics, risks, and opportunities; aligned leadership on roadmaps, resourcing, and change management.

Associate Director, Global Products & Partnerships

Stanford Center for Professional Development, Stanford, CA (4/21 – 5/23)

- Launched a new unit to design global e-learning products; shipped five new offerings in two years using agile, sprint-based delivery.
- Led discovery with surveys, interviews, and competitive analyses; translated insights into localized product roadmaps and MVP iterations.
- Secured and managed partnerships across business, government, and education sectors; drafted agreements and coordinated compliance activities.

- Communicated value and outcomes to stakeholders; produced impact stories and metrics to support scale, renewals, and market expansion.

Associate Director, Business & Program Development

Stanford Center for Professional Development, Stanford, CA (11/16 – 4/21)

- Owned development of corporate and education programs; designed 30+ offerings annually and operated three to five high-impact custom programs each year.
- Introduced CRM system to enhance market reach and analytics; partnered with marketing on targeting, intake, and pipeline reporting practices.
- Negotiated agreements; led alignment with international tax and ethics policies across cross-functional legal, finance, and ops teams.
- Built and mentored a team in business and program delivery; coached staff on client engagement, execution, and stakeholder management.

University Consultant, We Travel, San Francisco, CA (3/16 – 11/16)

- Developed and directed the university travel product and campus relations program, establishing protocols for education product development.
- Recruited prospective university partners; established protocols for onboarding and ongoing relationship management with teams.
- Advised on operations to support program delivery and compliance, coordinating with product and partner stakeholders as needed.

Client Relations Manager, Zicasso: Handcrafted Travel, Mountain View, CA (12/15 – 11/16)

- Coached partner suppliers on service quality and customer success; improved engagement practices using quantitative performance data.
- Analyzed international product performance trends and refined client outreach methods to increase satisfaction and repeat bookings.
- Managed a direct report; strengthened partner-client interactions through proactive communications and expectations management.

EDUCATION

Ph.D., Anthropology – Stanford University, Stanford, CA (9/09 – 8/15)

M.A., Anthropology – University of New Mexico, Albuquerque, NM (8/07 – 5/09)

B.A., Anthropology – University of California at Berkeley, Berkeley, CA (8/05 – 5/07)

AWARDS, ACHIEVEMENTS, ETC.

Advanced Project Management

Professional Certificate (2016),
Stanford Center for Professional
Development

ACLS/Mellon Dissertation Completion

Grant - \$38,000

NSF Doctoral Dissertation

Improvement Grant - \$18,927

Geoarchaeology - Top 5 Cited Articles
(2013-2014)

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