

Joshua Reiman

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San Francisco, CA

Film industry leader who builds innovative pipelines for content companies by developing cross-sector partnerships that deliver undiscovered and diverse storytellers and projects that fuel growth.

AREAS OF STRENGTH

Develop Cross-Sector Partnerships	Generate Revenue	Design, Iterate & Execute
Manage Across Functions	Growth Strategy	Deepen C-Suite Relationships
Build, Lead & Develop Teams	Manage Budgets & P&L	Cultivate Emerging Artists
Cultivate Key Stakeholders	Campaign Strategy & Tactics	Accelerate Innovation
Lead Change/Communications	Social Impact Storytelling	Improve Collaboration

KEY ACHIEVEMENTS

- Grew SFFILM's corporate partnership portfolio by more than 400% over four years
- Instituted innovative programs for 500+ emerging filmmakers through \$100K+ partnerships with *Adobe, Apple, Kickstarter, and WarnerMedia*
- Developed multifaceted partnership with *Dolby*, including \$25K sponsorship, use of their HQ Cinema Lab for SFFILM Festival, and \$50K Sound Fellowship for a film team
- Grew film industry revenue and engagement in Doc Stories 13x over four years to \$200K+
- Doubled to nation leading 10K students attending the SFFILM Festival via *Google* partnership
- Successfully supervised the growth and administration of EAI's largest offices (Afghanistan and Yemen), overseeing 60+ staff and \$11M+ in content and engagement programs

PROFESSIONAL EXPERIENCE

STRATEGY AND PARTNERSHIPS, San Francisco, CA

Independent Consultant

2020 - Present

- Develop recommendations for strategic partnerships and engagement strategy for *Frameline*.
- Plan, execute, and moderate *TechSalon's* events convening tech and development leaders.
- Advise the Executive Director and Board for *Girls Leading Girls* on cross-sector partnerships.

SFFILM, San Francisco, CA

Director of Strategic Partnerships

2015 - 2019

- **Revenue:** Increased corporate revenue 400% contributing to 21%+ annual institutional growth.
- **Portfolio:** Negotiated and implemented agreements, client portfolio included *Alfred P. Sloan Foundation, HBO, National Geographic, Netflix, Samsung, Tesla, Twitter, Verizon Media, and WIRED*.
- **Enterprise Partners:** Designed multiyear deals with *Dolby, NYT, Showtime, and WarnerMedia*.
- **Innovation:** Launched first mobile app and streaming SVOD with *FORA.tv* and *Hearst Corp*.
- **Cultural Leaders:** Developed strategic initiatives with *Disposable Film Festival, Jewish Community Center, Latino Cultural District, Presidio Trust, SF Film Commission, and SFMOMA*.
- **Management:** Led department of 7-10, oversaw performance reviews, 100% dept growth, budgeting, P&L, and professional development.
- **Cross-Functional:** Implemented and led working groups supporting institutional partnerships.

EQUAL ACCESS INTERNATIONAL, San Francisco, CA *Regional Program Officer - Asia*
2013 - 2015

- Supervised country offices in Afghanistan and Yemen, managing 60+ staff and funding partnerships with the *United Nations, US State Dept, USAID*, and other aid agencies.
- Produced social impact TV/film/radio programs, including engagement & growth reports.
- Managed budgets totaling \$11M+, info management, budgeting, and HR of foreign offices.

INSTITUTE OF INTERNATIONAL EDUCATION, Ethiopia/Washington, DC *Program Officer*
2010 - 2012

- Established education partnerships with universities and NGOs throughout Asia and Africa.
- Key liaison with the *United Nations, Ethiopian Ministry of Education, US Embassy*, and NGOs.
- Managed 30+ USAID programs for emerging leaders in Indonesia & Pakistan \$5M initiatives.

CONFEDERATION OF INDIAN INDUSTRY, New Delhi, IN *CSR Consultant*
2007 - 2008

- Created Corporate Social Responsibility (CSR) Center, developing its business plan and workshops for leaders from companies such as *BCG, Cisco Systems, Infosys*, and *Tata Group*.
- Designed first ever National CSR Summit & participation of business, media & NGO leaders.
- Developed MBA CSR curriculum; led lectures and case studies with faculty & students.

AMERICAN RED CROSS, Seattle, WA *Development Officer*
2004 - 2006

- Designed and executed institutional programs and partnerships that raised over \$430,000.
- Secured corporate sponsorships totaling \$175,000+ and coordinated 50+ fundraising events following Hurricane Katrina that raised \$2.2 million.

EDUCATION

George Washington University, MA, Global Communication & Economics	2011
The Wilson Center, Research Fellow - Middle East Center / Pakistan	2009-10
Pacific Lutheran University, BFA, Communication	2003
University of Westminster, Courses in Media and Communication	2001

REFERENCES AVAILABLE UPON REQUEST