Grant Making to Economic Development Organizations at Verizon to scale Small Business Digitization and Innovation

I led the partnerships strategy, implementation and grant making, and represented Verizon at events and conferences.

From May 2023 to May 2025 I was Platform Partnerships Lead, Small Business Innovation at Verizon. I led a partnership led model to scale SMB growth on Verizon Small Business Digital Ready, a free program designed to empower small businesses to thrive online, with courses, mentorship, networking and grants created for small businesses. The program is at digitalready.verizonwireless.com.

I led NGO and Corporate Partnerships for Verizon Small Business Digital Ready, managing 70 partners and directing grants to 60+ economic development organizations. I managed a $1.9M partnership budget and a team of 9, and moved partner management in-house, saving $300K.

The model worked through national economic development organizations that could reach small businesses on the ground. Partners included the Association of Women's Business Centers (AWBC), the U.S. Black Chambers (USBC), America's SBDC, National ACE (the National AAPI Chamber of Commerce) and Luminary.

I gave community development grants to 60+ economic development partners. These were national organizations, including AWBC, USBC, America's SBDC and National ACE, which in turn funded their local chambers, centers and chapters. I evaluated results against set KPIs and supported partners during grant implementation. The Small Business Digital Ready platform reached 300,000 small businesses.

I also represented Verizon at partner events and conferences, including the Luminary summit in Atlanta, where I gave the opening remarks.