SARAH NAKINTU

Partnerships, Programs and Operations | AI Safety
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SUMMARY

Partnerships and programs lead with 13+ years at Verizon, Meta, Unreasonable Group and AOL, now working in AI safety. Builds partner ecosystems, runs accelerators and convenings, and gets agreements through legal, privacy and security review. At Verizon, led NGO and Corporate Partnerships for Small Business Digital Ready (70 partners, $1.9M budget, team of 9). At Unreasonable, sold and ran $2M multi-year accelerator programs for 300 entrepreneurs and recruited a network of 200+ mentors. Fellow in Current Lab's AI Futures Mastermind, focused on the partnerships, data access and operations that safety teams and independent testers need.

AI SAFETY FELLOWSHIPS AND TRAINING

Current Lab × BlueDot Impact, AI Futures Mastermind Fellowship, Berlin November 2026
Fellow, Cohort 1

- Built and red-teamed a theory of change for bridging AI labs and small safety organizations, so data-sharing and access agreements can get through before new models ship.

BlueDot Impact, AGI Safety Fundamentals

PROFESSIONAL EXPERIENCE

AI Safety and Governance Consulting, New York | Zürich | London October 2026 - Present
AI Safety and Governance Consultant

- Developed the strategy and partnership model for a university-based AI evaluation program, training engineering students to test AI tools for accuracy, language and safety before deployment.
- Designed and proposed a pre-deployment field evaluation of AI advice tools for low-resource users with Heifer International, including farmers with low literacy and speakers of local languages. Covered harms such as wrong advice, language failures, over-trust, no recourse and privacy, with participatory red-teaming, evaluation metrics, feedback and escalation loops, and partner accountability; proposal submitted, partner meeting scheduled.

AI & Fintech Consulting, New York May 2025 - Present
Independent Consultant, Partnerships and Business Development

- Wrote a private equity partnership strategy for Glimpse AI, an AI finance startup, on reaching PE operating partners and winning portfolio companies, then a wider ecosystem strategy covering cloud marketplaces, systems integrators and audit firms.
- Advised Stable Sea, a fintech platform for US small businesses, on partnerships and go-to-market: a referral, revenue-share and integration pipeline (Outpost Ventures, PLTFM, Ever-Ledger, Accion Opportunity Fund), a KYB vendor integration and a pitch for mid-market PE firms.

Verizon Corporation, New York May 2023 - May 2025
Platform Partnerships Lead, Small Business Innovation

- Led NGO and Corporate Partnerships for Verizon Small Business Digital Ready, managing 70 partners and directing grants to 60+ economic development organizations. Managed a $1.9M partnership budget and a team of 9, and moved partner management in-house, saving $300K.
- Directed those grants through partners including the Association of Women's Business Centers and the U.S. Black Chambers, and managed implementation partners LISC and Next Street, who ran KPI tracking and the platform's technical work; the platform reached 300,000 small businesses.
- Owned commercial partnerships of up to $2M with Google, Mastercard, TikTok, ADP, Indeed and LegalZoom, co-selling to the small business network and acquiring new businesses through partners; designed the corporate partnership strategy and secured 3 values-aligned pilot partners.
- Worked with Legal, Privacy, Engineering and Product Marketing to enable partners on a partner-led growth platform; closed an 18-month partner data-access gap in under 4 months, secured an extra headcount and cut onboarding time in half.
- Ended underperforming partnerships and onboarded new ones, helping the program beat its 2023 goal by 20%; secured a historic 10% budget increase.
- Sponsored the annual conferences of 30+ national partner organizations and ran events including the Luminary summit in Atlanta (gave the opening remarks) and Verizon's first Annual Partnerships Gathering (60+ attendees).

Meta (Facebook and WhatsApp), New York June 2022 - March 2023
Program Manager, Global Ecosystem Programs (Contract)

- Led Meta's global Community Ecosystem Partnerships program, overseeing program strategy for 6 regional partnerships managers: 177 partnerships against a goal of 20, and $1.7M channeled to communities against a $167K goal; designed the partner enablement model and ecosystem partner journey for the second half.
- Owned Meta's CMX Summit 2022 sponsorship, from price and partnership negotiation to ticket strategy, panel curation, selection of award judges and recipients, and global meetups at Meta offices.
- Planned regional ecosystem convenings in India and Latin America and set realized-impact goals for the Community Accelerator; the first-half workstream reached 90 ecosystem partners across 10 events in 9 regions.
- Replaced one-committee-at-a-time reviews with a single researched packet for Branding, Legal, Compliance, InfoSec, Data and Privacy; asked to turn the approach into a playbook for other partnership managers.
- Ran product focus groups for Facebook and WhatsApp Communities and co-led WhatsApp feedback research across 20+ panels and events.

Unreasonable Group, New York and Zurich May 2019 - May 2022
Global Strategic Partnerships Lead

- Sold and ran $2M multi-year accelerator programs for 300 entrepreneurs, plus smaller ~$500K Braintrust engagements, for multinational and foundation partners including Accenture, Shell, Barclays and IKEA, with programs in Europe, the Americas, Asia and Africa. Led engagements from proposal and budget negotiation through legal and contracting to launch, and closed a $5M multi-year partnership.
- Recruited a network of 200+ mentors for impact accelerators and matched them with founders; built a values-aligned mentor-recruitment deck and process for Shell StartUp Engine UK 2021 and co-facilitated Braintrusts for accelerator fellows and Barclays colleagues.
- Led venture and mentor selection for accelerator programs in climate, education, fintech and food, sourcing and evaluating startups against program goals.
- Led global partnerships event strategy on a $700K-$1M annual budget (Unreasonable World Forum; partner gatherings at Skoll, SOCAP and the GIIN Investor Forum); recruited and managed a three-person team.

Kintu New York, New York May 2015 - April 2019
Co-Founder and Head of Sales Partnerships

- Co-founded a luxury handbag brand from zero, with manufacturing and retail partners in Italy, India, Kenya and Uganda; built a 12-client global retail pipeline and $500K in first-year revenue.

AOL Inc., New York January 2013 - March 2015
Strategic Partnerships Manager (2014-2015); Recruiter and Human Capital Business Partner (2013-2014)

- Ran end-to-end recruitment of 50+ hires across five departments and oversaw HR integration of Adap.tv (1,000+ employees, four locations) after AOL's acquisition.

Earlier roles: Google, Recruitment Sourcing Consultant (contract, 2011); UN World Food Programme, Gender Programs & Logistics ODL Junior Consultant (contract, Rome, 2009-2010)

SKILLS

Partnership strategy, negotiation and contracting | Program design and delivery | Convenings, workshops and Braintrust facilitation | Mentor, speaker and participant recruitment and selection | Legal, privacy and security review | Grant-making and KPI tracking | Team leadership and line management (team of 9 at Verizon; 6 regional managers at Meta) | Budget ownership
Tools: Salesforce, Airtable, Apollo, Clay, Excel, Google Workspace (Docs, Sheets, Slides, Drive)
AI in daily work: Uses AI tools every day to research, draft and run operations, including building AI agents and automations that handle partner research, outreach prep and reporting.

EDUCATION

Columbia University, New York | MSc, Social Enterprise
Makerere University, Kampala, Uganda | BA, Social Administration, with Honors

VOLUNTEER

The African Tech Vision April 2021 - Present
Mentor

- Mentor African women tech entrepreneurs and connect them with industry contacts.