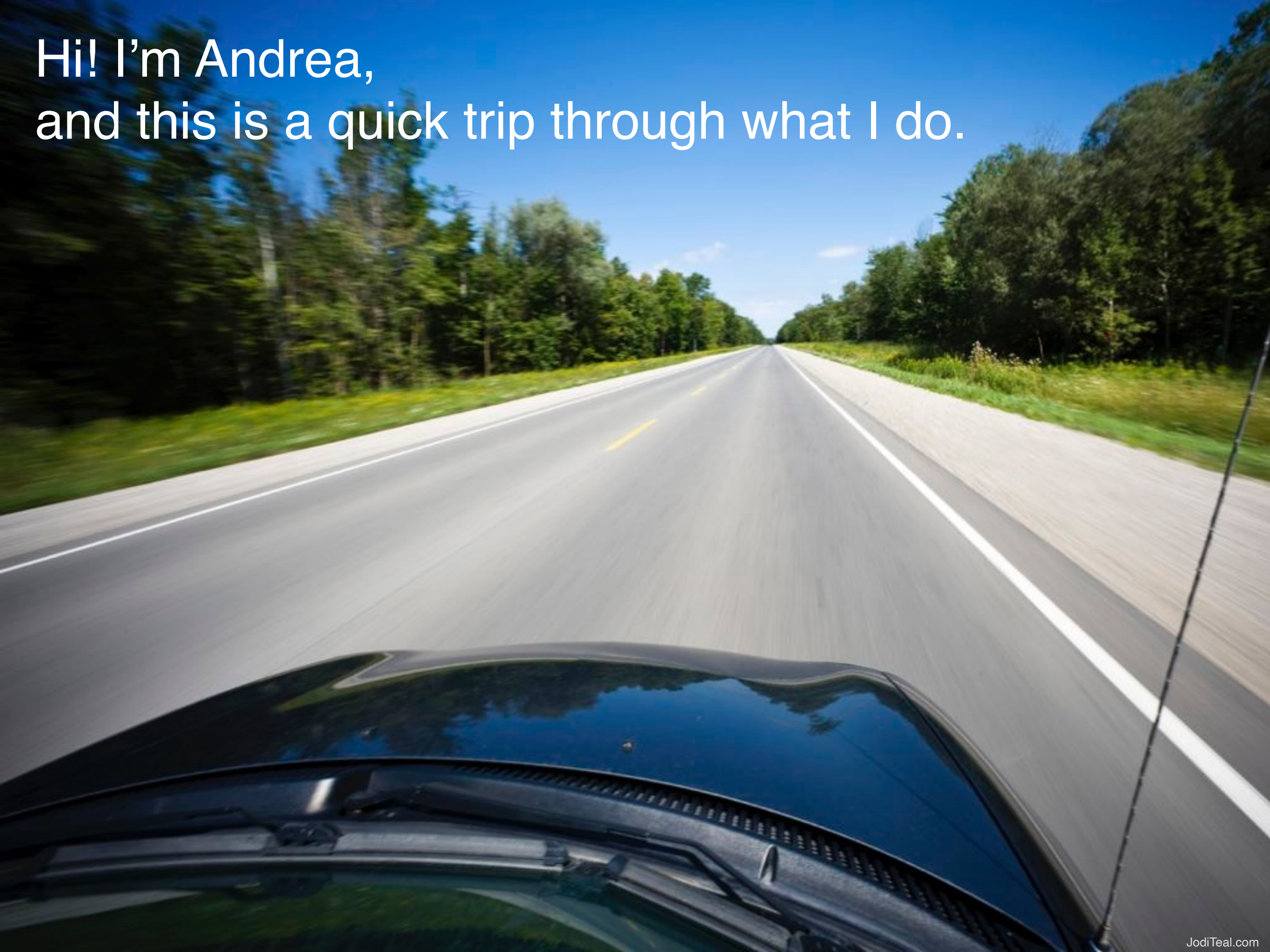


Hi! I'm Andrea,
and this is a quick trip through what I do.



This is where I live.



This is what LinkedIn will tell you about me.



1st



Andrea Cordova

Strategic Partner Development Manager - Adobe

Adobe • Northeastern University

Greater Boston Area • 500+ &

This is what LinkedIn won't tell you about me...

I volunteer for organizations that help people achieve beyond their perceived potential.



Dream Far High School Marathon
Board of Directors



Back on My Feet
Advisory Board



Pan-Mass Challenge
Rider

This is what I am really
good at doing...



Motivating teams to envision values.



Motivating teams to generate revenue.

BOARDWALK



A silver toy car is placed on a board game card. The card has a blue header with the word 'BOARDWALK' and a list of options with their corresponding values. The car is positioned over the 'With 3 Houses' and 'With 4 Houses' entries.

With	\$200
With	\$600
With 3 Houses	400
With 4 Houses	\$1700
With HOTEL	\$2000

Mortgage Value \$200

Houses cost \$200 each

Motivating teams to collaborate.



But don't just take my word for it...

“I would rank Andrea as one of the best Alliance managers we have ever had. She distinguished herself by consistently over achieving revenue goals, strategically identifying and developing partner relationships and engaging cross functionally contributing to corporate goals. Andrea is goal driven, flexible and has the ability to manage many different people. Andrea was excellent at building out a channel and strategic thinking. Andrea was cross functional and easy to work with and always got what was needed done.”

*Bill Rogers
CEO, Ektron*

“Andrea played a critical role in defining our Ektron relationship, without her dedication the relationship would have faltered. In addition to being very personable she understands technology/business issues and has the creativity to quickly identify solutions.”

*Chris Adam
President
Thinklogic*

“Andrea is one of the finest alliance managers I have worked with. In defining new applications for FAST and other technologies, and with very little background on our goals, she quickly marshaled technology and business resources, focused energies, and was ultimately a key success factor in the rapid development of a Proof of Concept for a Tier One Telecom client.

Her drive, flexibility, and focus were critical to our success. But even more rare and valuable was her ability to rise above the noise and to appreciate to the larger goals and needs, whether she was conversant with the technological details or not. Her business acumen and alliance management skills are absolutely top shelf.”

Ted Finlan
Director, PMO - New Products & Services
Infosys

“Over the past few years, Andrea has been a key force in strengthening Aeturnum’s alliance partner relationship with FAST (now a Microsoft subsidiary) – her professionalism in understanding our professional capabilities, introducing and managing relationships and aligning them with FAST’s business objectives have been a pillar of mutual synergy and growth of our organizations. Her alacrity and approach are the most important attributes of her professional personality.”

Rajat Bhakhri
CEO & Founder

“Andrea is a pleasure to work with! We love Andrea's "team approach" and her ability to get the job done!”

Lee Weinstein
President, Syscom Services

An orange traffic cone with a white reflective band is positioned on a cracked asphalt road. To the left of the cone is a patch of green grass. The text "These are a few things that I would like to avoid..." is overlaid in white on the right side of the image.

These are a few things
that I would like to avoid...



Work without
meaning.

Meeting about meetings.



Skydiving.



When I am not working I am plugged into...

boarding



cooking



running



cycling



family



and networking.

Creative self-starter working with companies and organizations to build, grow and drive alliances.

Thank you!

 AndreaCordova1

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