

# Nicholas Ande

Vancouver, WA | nicholasande@gmail.com | 360.823.6300  
linkedin.com/in/nicholas-ande | NickAnde.com

## ***Professional Summary***

Strategic sales and communications leader with a record of closing high-value B2B deals, scaling donor portfolios, and driving community-based brand momentum. Brings deep experience in building trust-based relationships, executing multi-channel marketing strategies, and leading both public- and private-sector revenue growth. Excels at turning complex strategies into measurable outcomes in fast-paced, emotionally intelligent environments.

## ***Core Competencies***

B2B Sales • Strategic Communications • Donor Engagement • Digital Marketing • CRM & Analytics • Corporate Partnerships • Fundraising Campaigns • Relationship Management • Lead Generation • Public-Private Collaboration

## ***Professional Experience***

### **Director of Development and Communications**

XChange Recovery – Ridgefield, WA | Feb 2025 – Jun 2025

- Spearheaded fundraising and donor engagement strategies, increasing funding and reach
- Executed brand-building campaigns via social, web, and content channels
- Cultivated relationships with sponsors, stakeholders, and press
- Optimized marketing workflows through performance metrics and ROI analysis

### **Development Associate**

Columbia River Mental Health Services – Vancouver, WA | Nov 2023 – Nov 2024

- Managed multimillion-dollar donor database and engagement processes
- Supported high-profile events, including a gala raising over \$270K
- Led marketing campaigns and assisted in grant acquisition and donor partnerships

### **Managing Director & Owner**

The Couve Group Inc. | Dec 2012 – Aug 2022

- Scaled online sales 700% through strategic marketing and earned media
- Directed digital and traditional campaigns including paid search, mail, and TV
- Led a grassroots movement defeating a multibillion-dollar oil terminal proposal
- Supervised teams across PR, strategy, donor relations, and outreach

## ***Education***

Studied Political Science and Government, Portland State University

## ***Technical Skills***

CRM Systems • Performance Analytics • Graphic & Web Design • Social Media Campaigns • Email Marketing Tools