

# MARCO SANCHEZ II

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## PROFESSIONAL EXPERIENCE

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**Regional Organizing Director, Democratic Party of Georgia, Atlanta, GA** **Jun 2020 - Dec 2020**

- Oversaw the vetting, interviewing, and hiring of 5 Field Organizers from a pool of 40 applicants. Ensured the successful training and orientation of the Field Organizers.
- Directed Field Organizers, in consultation with the Organizing Director, in all voter outreach activities and ensuring that recruitment goals are achieved throughout the duration of the campaign
- Provided Field Organizers and the 10 phone bank teams with positive team culture, resources, guidance, and technical support required to succeed throughout the campaign
- Communicated all relevant on-the-ground information and provided a timely response to requests from Field Organizers, the Organizing Director, Deputy Organizing Director and Democratic Party of Georgia leadership
- Provided the Organizing Director with daily quantitative and qualitative reports. Field Organizers met and exceeded the benchmarks of 150 phone calls a day, scheduled 5 phone banking shifts a day, completed 5 1:1 meetings a week, and confirmed 2 volunteer captains a week.
- Promoted the continued development of the 5 Field Organizers and 15 interns in their day-to-day duties and responsibilities over the course of the campaign
- Increased democratic margins from the 2016 General Election in Gwinnett by 7%, Newton by 4%, Rockdale by 8%, Clarke by 4%, and Clayton county by 2%, ultimately securing a Georgia flip

**Field Organizer, Biden for President, IA, NV, CA, MA** **Jul 2019 - Jun 2020**

- Served as lead organizer in Marshall County, IA and established relationships with community stakeholders and leaders
- Surpassed President Joe Biden's 15% state delegate average by earning 22% of Marshall County's delegates at the 2020 Iowa caucuses
- Served as an out-of-state precinct captain at the Nevada caucuses in Reno, Nevada
- Adapted campaign strategy during the COVID-19 pandemic by switching from on-the-ground organizing to digital organizing via social media and Zoom/Google Hangouts
- Managed 15 virtual phone banks with Democratic party activists from Massachusetts and recruited 75 new members for local Democratic County Committees
- Worked with Democratic County Committees to compile a list of over 100 potential volunteers for phone banking in Maine and New Hampshire 6 months before the general election
- Hosted and presented 10 virtual training workshops to 300 eager volunteers learning how to get involved in the 2020 campaign amidst the COVID-19 pandemic

**Volunteer, Valley Elementary, Poway, CA** **Dec 2018 - Jun 2019**

- Assisted 3 teachers with preparation of classroom materials for Dual Language Spanish classes
- Tutored 24 students providing support in their primary language
- Read to small groups of 6 students and assisted them in the completion of their class assignments
- Organized, copied, stapled and distributed materials for 3 teachers

**Construction Assistant, Sanchez Tile, San Diego, CA** **Dec 2018 - July 2019**

- Gathered and prepared materials for 4 workers to handle on job sites
- Kept job sites clean and machines serviced
- Measured, cut, and fitted tile
- Delivered and unloaded materials/equipment to 15 work sites
- Use of hand tools, machines, and small power tools
- Assisted in maintaining a safe work space and reported any concerns to supervisor/client

**Regional Field Director, David Trone for Congress, Potomac, MD** **Aug 2018 - Nov 2018**

- Served as precinct captain and poll watcher to persuade and protect supporters at 5 polling locations during 2018 elections

- Created weekly goals, recruit, manage, train and schedule 6 interns and 25 volunteers for event staffing and voter outreach efforts including: canvassing, phone banking, voter registration and event visibility
- Managed and maintain relationships with voters and volunteers--in person, at field offices, over-the-phone, and online
- Identified and cultivated 5 volunteer team leaders and their teams
- Worked closely with Organizing Director on visibility events, turn out calls, volunteer recruitment, and canvassing strategy
- Ensured that volunteer teams maintain accurate and reliable data. Made sure that the volunteers and interns reported their numbers to the Data Captain before 9PM. Worked closely with the Data Captain to enter the data into an Excel spreadsheet and into the Votebuilder software.
- Created staff and volunteer training materials. Distributed over 2000 pieces of literature to 40 volunteers for our Get-Out-The-Vote campaign.

**Regional Field Director, David Blair for County Executive, North Bethesda, MD**

**May 2018 - Jul 2018**

- Created weekly goals, recruit, manage, train and schedule 10 fellows and 20 volunteers for event staffing and voter outreach efforts including: canvassing, phone banking, voter registration and event visibility
- Designed and implemented a comprehensive, data-driven Get-Out-The-Vote field that had a staffing plan to persuade and protect supporters at 10 polling locations, and recruited a team of 20 volunteers that knocked 6,135 doors in four days time
- Contributed to the 20% primary voter turnout increase compared to 2014 in Montgomery County, MD, through canvassing, phone banking, voter registration and event visibility
- Established a strong professional culture within the field organization focused on accountability, specific goals, and sense of purpose. Kept in communication with the fellows via the Signal group chat and set a benchmark of 50 canvass attempts for their 3 hour shifts. Fellows consistently met and exceeded the canvassing goal each week.
- Directed call time for two hours every weeknight from 7PM-9PM. Logged all activity into Votebuilder software system, assured call scripts were ready for call time for up to 20 volunteers daily.

**Campaign Fellow, David Blair for County Executive, North Bethesda, MD**

**Mar 2018 - May 2018**

- Appointed as lead fellow to recruit, onboard, train and mobilize 20 newly hired fellows to register and motivate voters
- Hosted two voter registration drives every week in communities across the county
- Staffed 10 campaign events on behalf of the candidate that contributed to his event visibility
- Ensured data integrity and learned to use Votebuilder
- Met and exceeded the benchmark of 150 doors canvassed for the week.
- Compiled press clippings, wrote press releases, and advisories, and drafted research driven talking points

**Program Instructor, Close Up Foundation, Arlington, VA**

**Jan 2017 - Jun 2017**

- Educated diverse groups of students from schools nationwide through a structured civic-education curriculum every week. The educational experiences included visiting historic sites, monuments and memorials, Smithsonian museums, meetings with elected officials and key public policy experts
- Curated 20 lesson plans on the National Mall and promoted collaboration amongst hundreds of students from schools across the United States
- Chosen by supervisors to emcee organizational banquet to highlight the week and celebrates the students' successes
- Prepared and led daily program components discussing multi-partisan issue based debates for learning reinforcement. Moderated debate about topics such as landmark Supreme Court cases, gun control, the role of government, and a mock congress with groups of 20-30 students.
- Coordinated the movement of 60 students on all program activities via buses throughout the day around the Washington D.C. metro area

**Server, Kramerbooks and Afterwords Cafe, Washington, D.C.**

**Aug 2016 - Mar 2018**

- Prepared dining area by setting decorations, condiments, and sanitizing the tables. Attended to customers upon entrance in an area popular with tourists in Washington, D.C.
- Memorized 34 food and 33 beverage choices on the menu. Answered questions and offered suggestions on the courses. Offered cocktails, explained chef's specialties, identified appropriate wines and answered food preparation questions

- Collaborated with 5 servers and 6 kitchen/bar staff during a shift. Transmitted an average of 50 orders per shift to the bar and kitchen by taking note of patrons' choices. Stayed updated on current menu choices and knowing when the kitchen/bar staff ran out of any items
- Attentive to patrons' by inquiring of needs and observing dining experience. Dealt with complaints or problems with a positive attitude. Promptly addressed customer service issues and refer customers to management when necessary
- Performed basic cleaning tasks as needed or directed by the supervisor. Filled in for absent staff as needed and assisted with special events.
- Averaged \$200 in earned tips during 8 hour shifts

## **EDUCATION**

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School of Public Affairs, *The American University*, Washington, D.C.

**Aug 2012 - Dec 2016**

B.A., Political Science

## **SKILLS**

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Project Management, Campaign Strategy, Social Media, Microsoft Applications, G-Suite Applications, NGP VAN/VoteBuilder, HTML, HubDialer, Mobilize, Political Organizing, Team Management, Cultural Adaptability, Training, Public Speaking

**LANGUAGE:** English (native), Spanish (native)