

M. BEIBHINN STEINER

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EXPERIENCE**PENNSYLVANIA DEMOCRATIC PARTY****South-Central PA****Regional Field Director***May 2020 – Present*

Recruited, trained, and managed six field organizers working in heavily Republican, mostly rural turf spanning ten counties. Increased our county-wide Democratic turnout by an average of 28% from the 2016 Presidential Election. In the final week, our rural team led the entire state in scheduled canvassing shifts from the single staging location at our disposal. This increased volunteer engagement contributed to a voter turnout increase of 30,000 Democratic votes in York County alone.

- **Communication.** Served as the primary point of contact between organizers and other campaign departments including Political, Communications, and Data. Led weekly communications meetings for my team to talk through new weekly Talking Points from HQ.
- **Post Election Lead.** Partnered with Voter Protection (VoPro) leaders to plan and execute observer coverage in every county for post-election provisional ballot counts. Acted as “eyes on the ground” for VoPro by taking detailed notes on ballot legitimacy, on the different procedures used in each county, and on the challenges made onsite by Republican lawyers, all to be used in upcoming litigation.

BIDEN FOR PRESIDENT**Des Moines, IA || Los Angeles, CA || Mid-Atlantic Region****Field Organizer***December 2019 – May 2020***Mid-Atlantic Region**

- **Adaptability.** Created a regional “Volunteer Tracker” when the campaign went virtual that was later enacted nation-wide. The tracker helped organizers maintain contact with volunteers while also preparing for a smooth transition into the General Election - organizers assigned to a new turf instantly had hot leads into already-forming grassroots organizations as well as a jump-start on relationships.
- **Creativity.** Created and hosted bi-weekly “Morning Cup of Joe” Zoom meetings with peers to create a sense of community among remote regional campaign volunteers.

California

- **Proactive.** Sought out bilingual volunteers to better serve and partner with the Spanish-speaking community. These volunteers increased the Latinx contact rate by 43% over the course of my assignment.
- **Teamwork.** Maintained critical relationships and established new volunteer relationships for colleagues and the campaign. Provided turf coverage while teammates staffed other projects during critical times.
- **Management.** Managed 23 volunteers across the city of Los Angeles and ensured they had necessary materials to run bi-weekly phone banks and launch canvass shifts from their respective Staging Locations.
- **Problem Solving.** Made the call to immediately close down one of my field offices after activists announced plans to hold an onsite press conference to protest Biden’s work on the 1994 Crime Bill. This prevented both media coverage and damaging visuals.

Iowa

- **Precinct Management.** Hired, trained, and managed 30 precinct captains in the span of 2 months. Worked with a team of four other organizers to prepare for and execute GOTV program - printed turf-specific phone and canvassing lists and recruited volunteers.
- **Public Speaking.** Gave a field pitch about the importance of canvassing to 40 top campaign donors before their canvassing shift.

Campaign Political Fellow, Des Moines, IA*November – December 2019*

- **Collaboration.** Lead effort in culling Biden mentions in news clippings statewide and inserting into a national tracker for our Communications team to understand voter sentiment. Assisted our Scheduling/Advance staff in running events across IA including set-up, ushering, ADA seating management, and crowd control.

MM LAFLEUR**San Francisco, CA****Experience Operations Coordinator***August 2017 – October 2019*

- **Leadership.** Trained and managed teams of eight or more stylists in ten cities. Created a new system to pair specific stylists and customers, leading my team to beat daily and weekly customer sales goals by 115%. Designed each new event space upon arrival and assigned the various required tasks (visual merchandising, signage, etc) to be executed by the appropriate stylist. Implemented hand-written stylist “thank you” notes for orders over 1k resulting in a 47% increase of repeat customers.

STUDIO AD EVENTS**Manhattan Beach, CA****On-site Supervisor/Coordinator***January 2015 – December 2016*

- **Organization.** Scheduled meetings with both venue staff and vendors to prep for event/process expense reports for clients. On-site supervisor of staff handling set up, production, and tear out.

EDUCATION**UNIVERSITY OF CALIFORNIA, DAVIS****Davis, CA**

Bachelor of Arts in English; Minor in French

*June 2014***SKILLS**

Technical: Microsoft Office (Excel, Word, Powerpoint), Google Suite, DNC Votebuilder, Magento E-Commerce
Languages: Conversational French