



Kate Cochran

Qualifications Summary

Most of Kate's career has been dedicated to the proposition that the hardest problems in the world deserve to be tackled by the best managers. To that end, she has dedicated herself to helping nonprofit organizations be their most effective to create the greatest impact. For over 20 years, she has worked in global poverty as a CEO, COO, Chief Fundraiser, and Consultant. Prior to that, she worked as an education grant maker in Silicon Valley and arts advocate in Washington DC. She specializes in organizational development, financial management, fundraising, and governance.

Professional History

Valtas Group	Consultant	2025 – Present
Upaya Social Ventures	CEO	2016 – 2024
Vittana	COO	2010 – 2015
Unitus	Board Advisor	
Cultural Initiatives Silicon Valley	Vice President (Various: Fundraising, Finance & Operations, Special Advisor to the CEO)	2003 – 2010
	COO	1999 – 2002

Accomplishments

- Collaborated with the board, carefully designed and executed an executive succession plan over two years that successfully retained key donors, staff, and industry partners
- Grew organization budget by 400% from 2016 to 2024, including 250% increase in institutional support
- Drove industry-leading impact measurement practice that led to organization being named one of the most impactful organizations in the sector by ImpactMatters
- Pioneered approach to pooling recoverable grants to 10X flow of investment capital to social entrepreneurs while providing donors a way to recycle their philanthropy, finalist for the 2020 Fast Company World Changing Ideas Award
- Led creation of coherent, evidence-based program strategy; oversaw and participated in successful 11- country roadshow leading to 18 new microfinance partners from base of six and 125% increase in student loan portfolio in one year
- Analyzed employee retention issues at youth development nonprofit; jointly crafted employee engagement recommendations with CEO and COO

Licenses / Education

- MBA, Nonprofit Management and Organizational Behavior - UCLA Anderson
- BA, Stanford University
- Global Leadership Forum, Cohort VII

Board / Volunteer Experience

- Board, (Chair, Treasurer) Upaya Social Ventures, 2011 - Current
- Board, (Treasurer) College Possible (formerly College Access Now), 2014 - 2017
- Partner, Social Venture Partners Seattle, 2010 - 2016