

SUMMARY

International business professional with a broad background in the private, non-profit, and government sectors. Special expertise in applying business and technology solutions to development and sustainability challenges. Demonstrated success in project management and for bringing together diverse skills and interests to accomplish shared objectives. Resourceful and creative problem solver. Exceptional communications skills. Adept at distilling complex information.

PROFESSIONAL EXPERIENCE

CITIZENS DEVELOPMENT CORPS – Sofia, Bulgaria <i>Small Business Development Advisor, MBA Enterprise Corps</i>	2004-2005
KENAN INSTITUTE ASIA – Bangkok, Thailand <i>Research Associate, Labor Standards Advisory Services</i>	Summer 2003
ARIEL RESEARCH CORPORATION – Bethesda, Maryland <i>Consultant, Data Integration and Implementation Services</i>	2001-2002
COMMERCE ONE – Arlington, Virginia <i>Functional Project Lead, Global Services</i>	1999-2001
U.S. ENVIRONMENTAL PROTECTION AGENCY – Washington, DC <i>Project Manager, Design for the Environment Program</i>	1995-1999

SELECTED ACCOMPLISHMENTS

- Consulted with Bulgarian business owner to clarify her vision for foundation enabling community and civil society development. Drafted 50-page strategic plan – including analyses of target markets, competition, and potential partners as well as plans for product/service development, market entry, operations, management, and financing.
- Trained Bulgarian small businesses and associations in fundraising and marketing. Developed and presented two-hour course on grant proposal writing. Led team of Peace Corps volunteers in writing marketing plan guidebook tailored for Bulgarian small businesses – guidebook is now used by Peace Corps volunteers across Bulgaria.
- Co-supervised grants program for Bulgarian small businesses – including generating application materials, designing review and evaluation processes, and selecting review committee.
- Created one of the first comprehensive cost-benefit analyses of SA8000 international labor standard – recruited participation of Thai apparel companies, conducted site visits to gather quantitative and qualitative data, determined data analysis methods, and provided recommendations to improve SA8000 implementation.
- Integrated proprietary database of global environmental health and safety regulations into SAP and stand-alone software systems. Ensured multi-national corporations' regulatory compliance by increasing data accuracy to 99% and automating data maintenance – saving the largest manufacturers a minimum of several million dollars per year.
- Coordinated cross-functional teams to deliver information technology services to World Wildlife Fund (WWFUS). Doubled WWFUS online annual donations and site traffic as well as boosted WWFUS online advocacy network users by 80% within one year.
- Partnered with printing industry leaders to improve environmental health and safety without compromising cost and performance. Arranged mailings, trade show presence, and workshops and produced publications, training programs, and software tools – reaching over 25,000 printers with information about alternative products and workplace practices.

EDUCATION

MBA – International Business and Sustainable Enterprise, UNIVERSITY OF NORTH CAROLINA, Chapel Hill, North Carolina, 2004

- Received merit-based fellowship covering 50% of tuition
- Winner of 2004 AIESEC “Developing New Business Models” global corporate social responsibility case competition
- Semester abroad at University of Saint Gallen, Switzerland

Executive Leadership Program – USDA GRADUATE SCHOOL, Washington, DC, 1999

- Selected by EPA senior management to be one of six Agency participants in management training program. Required five-month minimum commitment over one-year period while also managing home-office responsibilities.

BA *cum laude* – Political Science and Environmental Studies, INDIANA UNIVERSITY, Bloomington, Indiana, 1995