

ALEXANDRA MCCULLOUGH

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EDUCATION

Johns Hopkins University Washington, DC
School of Advanced International Studies (SAIS) Bologna, Italy
Master of Arts May 2015

- Concentration: International Development
- Selected Coursework: Financial Inclusion and Development; Impact of Economic Development on Social Foundations; Trade Policy in Developing and Transitional Economies
- GPA 3.7

University of Pennsylvania Philadelphia, PA
Bachelor of Arts, Latin American Studies May 2009

- H.R. Johnson Fellowship for Outstanding Citizenship
- La Universidad San Andres Buenos Aires, Argentina (September 2003-May 2004)
- GPA 3.85, graduated *summa cum laude*

EXPERIENCE

DAI Rio de Janeiro, Brazil
Consulting Intern June 2014 – August 2014

- Researched background and statistical information on training programs for micro-entrepreneurs and recommended changes that increased online loan repayments by 20%
- Conducted evaluation of financial management practices of 50 microfinance institutions to identify deficiencies and assess management practices in need of change
- Conceived and designed training course for 100 staff to institute changes in selected microfinance institutions based on research findings
- Presented research findings at industry conference attended by 1500+ regional development professionals

United States Peace Corps Pirirebuy, Paraguay
Small Business Development Consultant June 2011 – May 2013

- Formulated and implemented integrated marketing strategy for textile production cooperative, leading to 97% increase in monthly sales
- Developed accounting and bookkeeping practices to increase financial accountability
- Trained management staff of 5 on implementing new procedures and practices
- Conceived and wrote grant proposal; received \$1700 award from foundation for capital investment

Marketing Strategies, Inc. Seattle, WA
Account Manager July 2009 – May 2011

- Planned, coordinated and implemented marketing campaigns for Fortune 100 companies with average program budgets of \$250,000
- Managed 70 predominantly Hispanic accounts

ADDITIONAL INFORMATION

Languages: Spanish (Fluent); French (Advanced)
Technical Skills: Excel (Advanced), PowerPoint (Advanced), Word (Advanced)
Leadership: Coordinator, DC Cares (local community service) – Led 50 volunteers to organize annual gala in 2014 and 2015; Raised a total of \$80,000