

A results oriented business development professional with 12+ years of international business development experience who excels at establishing relationships and turning those into successful business ventures.

SKILLS

Business Development,
Financial Analysis,
Market Strategy,
Change Management,

Collaboration & Team Building,
Strategic Planning,
Communications,
Corporate Restructuring,

Relationship Building/Management,
Operational Strategy,
Market Research,
Cross- Cultural Competence,

PROFESSIONAL EXPERIENCE

PEOPLE TO PEOPLE INTERNATIONAL,

DIRECTOR OF DEVELOPMENT,

KANSAS CITY, MISSOURI

July, 2016 – Present

Established and cultivated relationships with the local government and businesses in Kansas City, focusing on the international community and businesses that serve them. Analyzed business opportunities to ensure ROI. Approached potential partners and closed deals. Key accomplishments include:

- Diversified revenue sources and increased operating revenue by \$1.5M per year.
- Launched a new partner acquisition campaign that increased revenue 15% compared to 2016.

WEIDA FREIGHT SYSTEMS CO., LTD,

INTERNATIONAL BUSINESS DEVELOPMENT EXECUTIVE,

SHANGHAI, CHINA

July, 2015- May, 2016

Made deals with major luxury goods companies to import and export goods to and from china. Opened new markets by establishing trade relationships with companies in sub-Saharan Africa who wished to trade with China. Created SOP's for importing goods into China. Managed key accounts from 28 countries. Results included:

- Increased operating revenue by \$2 million USD in less than a year.
- Increase business volume in African markets by 45% in 2015 compared to 2014.

AMERICAN CHAMBER OF COMMERCE,

COMMITTEE MANAGER,

SHANGHAI, CHINA

2014-2015

Developed relationships with 100+ CEOs of U.S. companies with a presence in China, as well as their Chinese counterparts. Coordinated meetings and conferences between company representatives, U.S. government officials and media outlets, with the goal of improving the business climate for U.S. companies in China.

- Educated C-level executives and government officials on the challenges businesses operating in China face.
- Restructure the Environmental Committee; create the *Green Check Mark* program to recognize member companies that implement environmental efficiency.
- Helped make the American Chamber of Commerce become a thought leader in areas of pollution and environmental awareness.
- Created the *Earth Day Fair* which is now an annual marquis event for the ACC.

TREES FOR THE FUTURE,

CARIBBEAN AND WEST AFRICAN REGIONAL MANAGER,

WASHINGTON D.C.

2011-2014

Managed environmental rehabilitation programs in Senegal, Ghana, Burkina Faso, Mali, and Haiti. Lobbied members of the U.S. Congress to acquire funding for agroforestry programs.

- Created a new strategic plan, led a restructuring effort and successfully turned the company around from a state of near collapse.
- Raised over \$600,000 in funding.
- Planted over 1 million trees each year for 3 years.
- Taught 1,500+ farmers new environmental friendly farming techniques, which improved their living conditions.

- Built regular agroforestry programs over Senegal, Ghana, Burkina Faso, Mali, and Haiti and strengthen regional networks.

IPHD, ASSISTANT COUNTY REPRESENTATIVE, BRAZZAVILLE, CONGO
2009-2010
Discovered new revenues sources, adding \$7.5 million dollars in annual funding from global energy companies and local governments.

AFRICARE, REGIONAL PROGRAM MANAGER, WASHINGTON D.C.
2008-2009
Raised \$1.5 in funding, and establish a partnership program with the U.S. Coast Guard Academy to teach cadets the dynamics of International Relations in Africa.

VOLUNTEER EXPERIENCE

CONGRESSMAN SAM GRAVES, INTERN, WASHINGTON D.C.
Researched and presented positions to the congressman and staff for over 75 bills.

UNITED STATES PEACE CORPS, VOLUNTEER, NIGER
Implemented natural resource management and health programs.

EDUCATION

MBA INTERNATIONAL BUSINESS,	University of Kent, England	2014
MA INTERNATIONAL RELATIONS,	Victoria University of Wellington, New Zealand	2009
BS RADIO AND TV COMMUNICATIONS,	Arkansas State University, United States	2003