

ANNE ALUM

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EXPERIENCE

- 2013-2017 **AGRICULTURAL TRADING CONSULTANTS, INC.** Minneapolis, Minnesota, USA
Co-Founder, CEO
- Directed strategy development and decision-making with remote team of engineers, software developers, and marketers to develop a portfolio of financial products and services in the agricultural risk management field.
 - Managed business development and marketing through storytelling and relationship building with potential partners and investors, resulting in multiple contracts with firms for product and service development.
 - Developed dynamic business plan within fast-moving industry; analyzed opportunities and risks, recommending and executing changes to strategy or structure while remaining steadfast to core business focus.
 - Managed daily operations, deadlines, strategic partnerships, financial forecasting, and compliance for company; negotiated terms of merger with partner company.
- 2015-2017 **A CONSULTING FIRM** Minneapolis, Minnesota, USA
Senior Consultant
- Led remote, matrixed project teams across key stakeholder groups as part of a portfolio of community strategic planning and marketing/communications projects to advance economic, social, and environmental goals.
 - Represented the firm and clients in presentations of project progress, findings, and recommendations to committees, boards, commissions, and councils in communities ranging in population from 24,000-1.7 million.
 - Analyzed trends both inside and outside the industry to bring innovations and relevant strategies to clients; benchmarked peer agencies using comparative metrics in finance, operations, and marketing/communications.
- 2011-2015 **GRADUATE CAREER SERVICES OFFICE, XYZ UNIVERSITY** Minneapolis, Minnesota, USA
Associate Director (2012-14); Career Coach (2011; 2014-15)
- Developed, executed, and tracked results of international student program strategy, resulting in an average 76% increase in internship or full-time employment of international students after two years and a national award.
 - Facilitated and delivered interactive workshops and presentations on networking, interviewing, professional etiquette, job search strategies, and success on the job to undergraduate student and staff audiences of 10-100.
 - Coached freshman to senior undergraduate business students on career planning, decision making, and job search skills, spending over 2000 hours with more than 3500 students, including many repeat clients.
- 2010-2015 **STRATEGIC CONSULTING, LLC** Minneapolis, Minnesota, USA
Principal Management Consultant
- Executed inter-departmental strategy and outcome facilitation resulting in pragmatic Transition Plan from a School of Health, Physical Education, and Recreation to a School of Public Health at Major University
 - Conducted U.S. market research and financial review of an international healthcare start-up focused on sustainable wellness and health incentives as a benefit for employees and dependents.
- 2008-2010 **NATIONAL PARKS CONSERVATION ASSOCIATION** Knoxville, Tennessee, USA
Associate Director, Center for Park Management
- Provided project management, consulting, best practice research, and analysis in support of a \$15 million, long-term operations management enhancement initiative for 20,000+ employees of the National Park Service (NPS).
 - Researched and analyzed qualitative and quantitative data for 25 localized programs, evaluating efficacy of each for a national NPS Leadership Development Strategy; synthesis for senior leadership resulted in implementation.
 - Managed cross-functional team of remote stakeholders and co-led the development of organization-wide NPS Diversity Recruitment Strategy, including needs assessment, strategic planning facilitation, and analysis.
 - Developed and implemented best practices toward project management strategies, training, and a stakeholder analysis tool for internal business improvement; led internal strategic planning/evaluation research team.

- 2007-2008 **AMFRI FARMS, LTD.** Kampala, Uganda
Business Support Consultant
- Evaluated and designed a change management and financial strategy supporting a 150% production capacity increase for an organic fruit company; delivered advisory support and results directly to CEO.
 - Analyzed manufacturing supply chain, recommended improvements for a more sustainable master production schedule and process, and developed market strategy with multi-cultural team to advance export opportunities.
 - Coached team on supervisory leadership skills, supply chain planning, and continuous improvement techniques.
 - Completed financial plan and presentation to local bank in support of successful letter of credit request.
- 2007 **GLOBAL ADVERTISING GROUP** Dublin, Ireland
Consulting practicum, University College Dublin
- Analyzed HR performance and rewards system for 100-employee branch of a multi-national marketing/communications firm; assessed market, cost, constraints, attributes, and gaps of current system.
 - Presented recommendations for revised system to executive team; model was implemented by the firm.
- 2002-2006 **ENVIRONMENTAL CONSULTING, INC.** Champaign, Illinois, USA
Consultant (2006); Staff Environmental Scientist (2002-05)
- Applied leadership skills and scientific consulting expertise while following EPA Good Laboratory Practices (GLPs) to field-based monitoring projects in environmental regulatory compliance, agronomy, and hydrogeology.
 - Designed, implemented, and managed logistics, quality assurance, and personnel involved in a one-year, four-state water sampling project for a multinational client.
 - Developed standard operating procedures to comply with regulatory quality assurance policies.
- 2001-2002 **SOIL & WATER CONSERVATION DISTRICT** Hendersonville, North Carolina, USA
AmeriCorps Volunteer, Watershed Protection Project
- Increased awareness through website and publication design and public outreach activities; speaker at a local college agronomy seminar and liaison with local farmers on land conservation techniques and grant resources.
 - Researched grant opportunities and aided in evaluating grantee needs by identifying projects with the highest impact; tailored projects to the grantee's goals and specific environmental situation.

EDUCATION

- 2007 **UNIVERSITY COLLEGE DUBLIN, SMURFIT GRADUATE SCHOOL OF BUSINESS** Dublin, Ireland
AACSB, EQUIS, & AMBA ACCREDITATION, FT GLOBAL TOP 100
Master of Business Administration
- 2001 **IOWA STATE UNIVERSITY, COLLEGE OF LIBERAL ARTS & SCIENCES** Ames, Iowa, USA
Bachelor of Science, Environmental Science

SKILLS & RECOGNITION

- StrengthsFinder 2.0 Strengths: Ideation, Strategic, Achiever, Restorative, Individualization
- Remote working tools (e.g., Slack, OneDrive, Dropbox, WebEx, Google Hangouts, Skype for Business)
- Computer proficiency includes advanced Microsoft Office skills; basic InDesign, Project, HTML, VBA, GIS (ESRI), and Minitab
- Presentations: Carmel DECA (2017), FFA New Century Farmer Panel (2016); LaunchKC (2015); NCDA Round Table (2014)
- Awards: NCDA Award for International Student Services (2014); Top 25 Companies - LaunchKC/Techweek KC (2015)

SERVICE

- Board Chair, Giving Back to Africa (DR Congo); previously Chair, Governance Committee (2014-Present)
- Volunteer, St. Susanna Festival (2016); Dakota County Parks (2018); Dakota Curling (2018)
- St. Paul Volunteer Coordinator, Interfaith Winter Shelter, (2011-2014)
- Volunteer and Coordinator, Hurricane Katrina Disaster Relief, Foundation Hope & One House at a Time (2005-2006)