

GWSB Graduate Resume Template: Consulting - Keyword Bullet

FIRST LAST

(000) 000-0000 • Address • City, State Zip Code • youreemail@gwu.edu • LinkedIn address
Current Citizenship and/or Security Clearance (optional)

EDUCATION

THE GEORGE WASHINGTON UNIVERSITY, School of Business

Washington, DC

Master of Business Administration

May 2014

- Global Leaders Follow, Potomac Fellow
- President, Out for Business; Net Impact, Graduate Consulting Club, and Marketing Club (active member)

KALAMAZOON COLLEGE

Kalamazoo, MI

Bachelor of Arts, Political Science

June 2001

- Men's Cross Country Team
- Study abroad: Universidad de Extremadura, Spanish History and Literature (4 months)

Caceres, Spain

EXPERIENCE

OFFICE OF GOVERNMENT RELATIONS, CITY OF PORTLAND

Portland, OR

Lobbyist

April 2010 - November 2011

Government Relations Associate

April 2007 - July 2012

- **Strategy and Policy Management.** Guided the City's policy and advocacy on complex state health care reform and an expansion of health care coverage to uninsured Oregonians. Passage resulted in health care coverage for \$80,000 uninsured children and 35,000 uninsured adults and approximately \$50 million in savings for the City.
- **Communications.** Advocated successfully for an increase in the Oregon Film Production Tax Credit; passage was instrumental in recruiting NBC's *Grimm* and TNT's *Leverage*, as well as smaller productions, resulting in an approximate \$10 million increase in economic activity.
- **Stakeholder and Policy Management.** Worked with numerous stakeholders ranging from other local governments, renewable energy firms, labor unions, and non-profit advocacy organizations to protect access to state business energy tax credits; resulted in legislative changes that maintained access to the city's energy tax credits.

MJ CAMPAIGN CONSULTING

Portland, OR

Political Campaign and Policy Consultant

January 2005 - April 2007

- **Business Development, Management, and Marketing/Communications.** Managed the startup of a statewide election reform ballot measure; raised \$240,000 in startup funding, facilitated the drafting of ballot language, and worked with consultants to conduct polling and develop messaging and marketing materials.
- **Policy Development.** Advised office of State Treasurer Randall Edwards on development of policy that would require Oregon Public Employees Retirement Fund to invest 5 percent of funds with socially responsibility in mind.
- **Project Management and Communications.** Led countrywide judicial campaign, advised the candidate, oversaw work of 12-person advisory board, and raised \$30,000.

YES ON MEASURE 34 CAMPAIGN

Portland, OR

Development Director

March - December 2004

- **Marketing and Business Development.** Coordinated the fundraising activities of executives and board members for a statewide sustainable timber harvesting ballot initiative campaign with total expenditures of \$1.4 million.
- **Marketing.** Produced a benefit album for the campaign that included a cover of *This Land is Your Land* by Portland band, *Everclear*; album received national attention and the song was picked up by *Rock The Vote*.

ADDITIONAL INFORMATION

- Leadership:** City Club of Portland, *New Leaders Council*; Basic Rights Oregon Equity PAC, *board member*; Oregon Sports Advisory Council, founding *board member*
- Global View:** Highly proficient in written & spoken Spanish; lived and studied in Mexico and Spain; traveled in Africa, South America, and extensively through Europe
- Involvement:** Downhill ski racing coach and instructor, 2001-2008; competitive bike racer, road and cyclocross; competitive runner and active member of Washington, D.C. Frontrunners