

EDUCATION

Columbia University, School of International and Public Affairs	New York, USA
<i>Masters of Public Administration in Development Practice</i>	9/2011-05/2013
Awarded Dean's Fellowship, Stetter Scholarship Fund, and Program Assistantship for SIPA Information Technology	
Babson College	Boston, USA
<i>Bachelor of Science in Business Management with honors Magna Cum Laude; cumulative GPA: 3.71/4.0</i>	9/2005 – 5/2009
Dual Major: Entrepreneurship and Strategic Management	
Outstanding Entrepreneur Award: Awarded single highest distinction for entrepreneurial impact/academic excellence at graduation	
Study abroad: The Chinese University of Hong Kong (2008), London School of Economics (2007), and Semester at Sea (2006)	

EXPERIENCE- LEADERSHIP IN PUBLIC/PRIVATE SECTOR AND INTERNATIONAL DEVELOPMENT

Partido Social Democratico (PSD)/Municipal Secretary of Sports and Leisure	Rio de Janeiro, Brazil
<i>Advisor to Indio da Costa (IDC): President of PSD and former Municipal Secretary of Sports and Leisure</i>	7/2013-11/2014
<ul style="list-style-type: none"> ■ Providing strategic advice to IDC on issues of wellbeing and innovative public policy design and management ■ Collaborated on implementing the pilot of a 3-year IDB-funded "Sports for Development" project in Complexo do Alemão favela ■ Developed and managed the campaign that elected IDC as Federal Deputy (2014-2018) as part of his intimate intelligence group 	
World Bank/Global Forum for Rural Advisory Services (GFRAS)	New York, USA
<i>Consultant</i>	12/2012-06/2013
<ul style="list-style-type: none"> ■ Mapped global rural agricultural extension services that integrate nutrition, home economics, and diet-related activities ■ Prepared final report of best practices based on survey data analysis, key stakeholder interviews, and country-specific case studies 	
Youth Development Fund (YDF) and Ministry of Education (MoE)	Thimpu, Bhutan
<i>Consultant – Development Practice</i>	5/2012-8/2012
<ul style="list-style-type: none"> ■ Led a full program evaluation to improve a handicraft skills center designed to combat youth unemployment in vulnerable women ■ Presented actionable recommendations to Her Majesty the Queen Mother, president of YDF, based on a mixed-methods evaluation ■ Constructed a baseline measure of multidimensional youth wellbeing (N=11,000) to inform MoE's next 5-year plan interventions 	
Capgemini Consulting	Mexico City, Mexico
<i>Associate Consultant - Public Sector and Knowledge Management Supervisor</i>	5/2010-6/2011
<ul style="list-style-type: none"> ■ Generated strategic transformation proposals that CEO presented to senior level clients across multiple areas in the public sector ■ Collaborated on a project to renovate the Defense Ministry's health services that won company's largest ever deal in public sector ■ Recommended best strategic acquisition target to global CEO and launched flagship corporate social responsibility initiative 	
Illuméxico	Mexico City, Mexico
<i>Consultant - Financial and Implementation Strategy</i>	5/2010-6/2011
<ul style="list-style-type: none"> ■ Supported founding team in installing solar powered lighting systems in rural Mexico to empower and develop local communities ■ Developed financial projections and designed start-up strategy that helped founding team win \$48,000 in start-up capital 	
International Languages and Management Institute	Kigali, Rwanda
<i>Co-Founder, President and Head of Business Development</i>	7/2009-3/2010
<ul style="list-style-type: none"> ■ Launched Rwanda's first joint languages and management training institute for government officials and business executives ■ Developed business plan and financial projections to obtain funding, and co-designed ERP system and management curriculum ■ Instituted a community empowerment program, hired and led 10 initial employees, and secured 275 clients for institute launch 	
MyZaics.com	Boston, USA
<i>Founder and President</i>	5/2006-7/2009
<ul style="list-style-type: none"> ■ Managed and directed a 30-member student-run personalized mosaic poster business as part of first year curriculum ■ Re-launched business individually after generating the second highest revenue out of fourteen competing businesses ■ Managed three employees, designed an intranet portal to facilitate supply chain communication, and sold business to a competitor 	
Invenio Group	Boston, USA
<i>Partner and President for a year</i>	4/2006-5/2009
<ul style="list-style-type: none"> ■ 1 of 14 entrepreneurs who led a new venture hatchery including a venture capital and consulting branch for external ventures ■ Partnered in the launch of 8 businesses, 3 product designs, and 2 three-month consulting engagements 	
Navigant Consulting	London, UK
<i>Consultant - Stakeholder Engagement and Communication Strategy</i>	6/2007-8/2007
<ul style="list-style-type: none"> ■ Identified strategic stakeholder communication loopholes within a £3 billion nationwide government education reform agenda ■ Created a central communication function and aided in the final procurement process for securing a strategic partner investor ■ Solidified key stakeholder value drivers and recommended a future stakeholder engagement strategy to project CEO 	

The Full Belly Project/Babson Global Outreach through Entrepreneurship

Kampala, Uganda

Consultant – Scale-up Strategy

10/2006-6/2007

- 1 of 3 students selected to create a business model for effectively distributing appropriate technology to peanut farmers in Uganda
- Pioneered the establishment of a commodity market for peanut shells to be used as biomass fuel by local cement companies
- Implemented model endorsed by a former Vice-President that increased women's income and children's school attendance

SKILLS AND INTERESTS

Computer skills: Microsoft Office, Access, Project, Outlook, Visio, Peachtree (Accounting), STATA/Minitab (Statistics)

Languages: Native English and Spanish; Competent French; Basic Mandarin and Kinyarwanda; Certified to Teach English to Adults

Interests: Backpacking (71 countries visited), writing poetry and nonfiction, scuba diving, trekking, and the Sikh martial art of Gatka

PUBLICATIONS

- Souza, Alejandro. *Letters to Momo: A Remarkable Story About the Power to Overcome*. New York: Morgan James Publishing. November 2013.
- Fanzo, J., Q. Marshall, J. Wong, R. I. Merchan, M. I. Jaber, A. Souza, and N. Verjee. 2013. *The Integration of Nutrition into Extension and Advisory Services: A Synthesis of Experiences, Lessons, and Recommendations*. Lindau, Switzerland: Global Forum for Rural Advisory Services.