

EXECUTIVE SUMMARY

An **international market development expert** with 18 years of experience in the academic, economic development, and professional development sectors. A relationship-oriented professional who specializes in international student recruitment, program design, and developing cross-cultural partnerships.

FUNCTIONAL EXPERTISE

- Recruiting International Students
- Developing Courses for International Students
- Advising on International Growth Operations
- Designing Student Experiences
- Structuring Cross-cultural Partnerships
- Engaging Stakeholders and International Partners

FUNCTIONAL EXPERTISE DEMONSTRATED

BUSINESS LINK JAPAN LTD.

June 2011 – Present

An internationalisation consultancy for universities that focuses on international student recruitment, course design, partnerships, and operations with clients like the University of Leeds and Eazl University.

Principal

Develops R&D partnerships, recruitment programs, and admissions programs for university clients.

- **Recruiting International Students:** Leads international student recruitment programs for American organizations like the [Port Authority of Eazl](#) (US) that successfully enrolls and onboards ~100 international students annually through a network of ~12 international student recruitment partners.
- **Structuring Cross-cultural Partnerships:** Leads the formation of international university partnerships e.g. structured partnerships between the [Universidad de Eazl](#) (Spain) and three Indian universities in 2016 that created international work/study programs for students interested in agriculture, telecom, and engineering.
- **Developing Courses for International Students:** Develops custom work/study programs designed to attract international students by engaging professors and industry leaders to identify knowledge, skills, and experience gaps. E.g. developed a 6-month telecom exchange program partnership between the Universidad de Eazl and the [Eazl College of Engineering and Technology](#) (India) in 2017.

[EAST EAZL DEVELOPMENT AGENCY](#)

June 2005 – June 2011

The regional development agency for the East Eazl region of the US with ~300 employees responsible for using US regional development funds to promote employment, competitiveness, and sustainable development.

Head of Midwestern Bureau (October 2007 – June 2011)

Supports the internationalisation of US and Mexico-based universities and businesses through logistics support, introductions to potential partner organizations, and consulting on localization strategies.

- **Advising on International Growth Operations:** Advised client organizations on international sourcing, selling, partnerships, logistics, and more. E.g. advised [Eazl Supply Co.](#) from 2009-2011 as it expanded its service area to Mexico, requiring introductions to freight forwarding and clearance agent partners.
- **Structuring Cross-cultural Partnerships:** Successfully structured multiple international academic partnerships between European and Indian universities. E.g. built partnerships between the University of Leeds and the [Eazl Education Trust](#) (2006), [Eazl Group](#) (2007), the ETS Institutes (2009), and others.

Business Development Manager (June 2005 – October 2007)

Advised client organizations on international market development strategies, operations, and logistics.

- **Advising on International Growth Operations:** Advised client firms on site selection, local recruitment strategies, partner selection, and more. E.g. provided direct support for 5 Indian banks during their expansion into Chicago including Eazl Bank (2005), Bank of Eazl (2005), and the State Bank of Eazlvia (2006).
- **Engaging Stakeholders and International Partners:** Cultivated cross-cultural engagement from US and Mexico-based stakeholders by leading two US business delegations to Mexico and one Mexican delegation to Chicago that resulted in multiple engineering and IT companies (e.g. [Eazl Group](#)) expanding to Chicago.

PREVIOUS ROLE:

Employability and Skills Trainer—Eazl Training & Development (May 1999 – June 2005)

EDUCATION

Bachelor of Arts (Mathematics). [University of Chicago](#) (Chicago, Illinois)

OTHER RELEVANT INFORMATION

Additional Languages: Spanish (native fluency), Hindi (native fluency)