**ALEXANDER B. BROWN**

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# WORK EXPERIENCE

**Senior Consultant, IBM Corporation,** *Washington, DC 2017 to present*

* Led the design and communications team for a human capital system that leverages block chain across federal government agencies
* Led client meetings to communicate and transfer a variety of deliverables including branding and product strategies
* Led the product team that created presales prototypes bringing over $500K in competitive procurements
* Created the product roadmap and defined the product vision for a mental health focused platform supporting veterans

**Consultant, IBM Corporation,** *Washington, DC 2015 to 2017*

* Designed strategic vision for digital transformation to improve alumni engagement and revenue growth for a potential higher education client based on a synthesis of IBM Design Thinking outputs, common industry problems, and new technology
* Led the creation of an Android proof of concept that leveraged IoT, advanced analytics and cognitive capabilities
* Led the design and development of a flexible view architecture in Android to ease integration of front and back-end capabilities, reducing development time
* Led the front-end design and development for a project to implement a Blockchain POC for a government agency
* Developed front-end fan experience for a collegiate sports team using rapid prototyping and practicing agile methodology to show value to stakeholders
* Designed user interfaces for a veteran focused mental health application and conducted usability reviews of interfaces created by team members
* Taught, sold, facilitated, and designed IBM Design Thinking sessions to maximize stakeholder and sponsor user feedback and pain points to inform product decisions

**Senior Android Developer + Product Manager, Happening LLC,** *Washington, DC 2015- 2015*

* Created the product road map for the Android application to aid the products ability to meet customer needs
* Designed and developed the UI to support deep navigation and maintained device agnostic and smooth interactivity
* Created the architecture for asynchronous calls to cloud data systems allowing for analytics on the user experience
* Implemented local storage of preferences and events for improved off-line and low network experiences

**Consultant, Independent,** *Washington, DC 2013 - 2014*

* Created expansion strategy for local DC business to transition from a food truck revenue focused model to a brand licensing model
* Negotiated an agreement between a client and one of the nation’s largest food service companies
* Researched market conditions, competition, and revenue models of similar firms to build fundamental knowledge of client and partner businesses

**Analyst, J.P. Morgan Chase & Co,** *Washington, DC 2013 - 2013*

* Researched and analyzed prospective clients in the mid-Atlantic middle market aiding in client selection
* Modeled financials of prospective and existing client information in briefs to support bankers’ and underwriters’ decision making abilities

**Account Services Clerk, American Heritage Federal Credit Union,** *Philadelphia, PA 2012 - 2012*

* Implemented payment processing systems for charges and loans through the building of automated databases
* Assisted in the compilation of information for automated payment processing system

# EDUCATION

**George Washington University,** *Washington, DC* **GPA: 3.60**

Bachelor of Science in Economics in the Colombian College, Magna Cum Laude

**SIT World Learning,** *Kunming, Yunnan, China Language, Culture, and Ethnic Minorities*

# PROFICIENCIES

Product Management • Mobile Product Design • IBM Design Thinking • Android Development • UX Strategy • Sketch

**Languages**: Advanced Mandarin • Basic Spanish • Java • Javascript • HTML/CSS

**Interests:** Carpentry • Foreign Language and Culture • Camping • Community Service • Sailing