

# Alexander Hughes

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## Education

**Brown University**, Providence, RI

Sep. 2006 - May 2010

B.A., *Magna Cum Laude*, Economics and History (GPA: 3.85)

Awarded Cambridge Trust Scholarship for MPhil in Public Policy at University of Cambridge (*did not accept*)

## Professional Experience

*Note: Traveled extensively internationally and domestically between June '14 and June '15*

### Freelance Web Development

Jun. 2015 – Present

- Built out CMS functionality and created new pages and templates for a consumer electronics company; PHP, Wordpress

**Nomura Securities Intl.**, Associate, Primary Capital Markets Trading/Investment Banking, NY

Jun. 2010 – Jun. 2014

- Assisted in managing bond underwriting for over \$100bn+ in capital, for clients ranging from a Japanese pharmaceutical, a Brazilian oil drill ship, a Mexican copper mine, European gov'ts, to the world's leading premium alcoholic beverage co.
- Provided pricing and market analysis for clients across regions, sectors, credit products, credit ratings, and maturities
- Analyzed market data and trends, prepared client pitches; extensive experience with Excel, Bloomberg, and PowerPoint
- Interviewed and trained three full-time Analysts and one summer analyst in Investment Banking program
- Registered Securities Representative (Series 7, Series 63) and Investment Banking Representative (Series 79)

### Freelance Start-up Consulting

Nov. 2014 – Jan. 2015

- Analyzed options & strategies for expansion, including contract-packaging, and associated cost optimizations and price strategies for a Brooklyn-based craft food start-up; sourced potential contract-packagers

**Wesen Spirits, Inc.**, Co-Founder and CEO/President

Jan. 2013 – Jun. 2014

- Created a premium Ready-to-Drink (RTD) alcoholic beverage product from conception to product development
- Researched the RTD market, including saturation, competition, and price points; liquor production/importing regulations
- Contacted and interviewed/vetted liquor lawyers, graphic designers, bottle wholesalers, and food scientists, as well as bourbon brokers, and tequila, rum, and vodka exporters, domestic alcohol distributors and retailers
- Analyzed feasibility, including projected cash flow and income statements; prepared a business plan and pitched the concept to a major global spirits producer, and the founder/CEO of the leading beverage investment bank in the US
- Formed corporation and negotiated partnership agreement, handled tax filings and other administrative tasks

**Corporate Executive Board**, Analyst Intern, Financial Services Practice, Washington, DC

Jun. 2009 – Aug. 2009

- Researched and prepared market-sizing reports on retirement products (ex. Solo 401(k) accounts), analyzed opportunity
- Researched best-practice retirement products, prepared case study for Senior Executive Forum of over 20 Sr. executives

## Community Experience

**The Brown Daily Herald Inc.**, Board of Directors, Providence, RI

Since Apr. 2013

- Attend quarterly board meetings and assist undergraduate leaders on running the business, understanding financials, etc.
- Direct the newspaper's endowment strategy and work with external asset manager to determine asset allocation

**Brown Annual Fund Young Leadership Council**, 5th Reunion Chair, previously Council Co-Chair

Since Nov. 2009

- Identify potential donors and solicit Leadership gifts of \$1,000+ from alumni 1-10 years out for the Brown Annual Fund
- Recruit and coordinate 48 other YLC members as 2012/13 and 2013/14 Co-Chair, previously on Executive Committee

**Never Sorry Productions**, Post-Production Crew, New York, NY

Sep. 2011 – Jun. 2012

- Reviewed and edited film transcript for Sundance award winning film, "Ai Weiwei: Never Sorry"
- Evaluated/researched options for post-production marketing campaign, including Twitter initiatives, QR codes

**The Brown Daily Herald Inc.**, General Business Manager, Providence, RI

Sep. 2006 – Dec. 2009

- Managed business operations of independent newspaper; led business staff of 30 students and one employee
- Modeled sales forecasts, expenses, and budget allocation for \$200k revenue per year non-profit organization
- Developed, directed, and implemented projects with teams of student staff: sales program, distribution surveys, online advertising, collections & receivables management, new revenue streams/monetizing, cost structure analysis

**Brown University, TA; Mgmt. of Industrial/Non-profit Organizations**, Providence, RI

Sep. 2007 – Dec. 2009

- Led section dialogues with 10-12 undergraduates; discussed business school case studies, management strategy

**Learning Enterprises Panamá**, Volunteer Teacher, Los Santos, Panamá

Jun. 2007 – Aug. 2007

- Taught English to 200 children and 40 adults in two towns, developed course material for elementary and adult classes

## Skills, Interests, Activities, Misc.

- Skills: Ruby, Rails, Python, JS, CSS, HTML, Github, Bootstrap, jQuery, Bloomberg Terminal, Dealogic Designer
- Languages: Spanish (professional working proficiency), French (elementary proficiency)
- Interests: Contemporary art & design, travel & foreign culture/language, public policy, film, food (making, but mostly eating), comedy, organizational design, real estate, urban planning, contemporary literature, cultural/intellectual history
- Dual US/EU Citizen