

Alexander Hughes

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Education

Brown University, Providence, RI

Sep. 2006 - May 2010

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

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

Technical Skills

Javascript	Meteor	Ruby	Backbone	Github	HTML	jQuery
CoffeeScript	MongoDB	Rails	SQL	Python	CSS	Bootstrap

Technical Experience

Matthews South, *Web Developer*, NY

Jan. 2016 – Present

- Built view, functionality (back-end and front-end) for new product area for Primary Capital Markets advisory start-up
- Debug front-end styling and mock processes - **CoffeeScript**, **Meteor**, **MongoDB**, **HTML**, **CSS**

Various Freelance Web Development and Start-up Consulting Projects

Nov. 2014 – Present

- **Pearson/GOOD**: Expanded functionality [from US map to World map](#); wrote logic and structured page flow based on data available, built out responsiveness for mobile, Safari, Chrome, Firefox - **Backbone**, **JavaScript**, **CSS**
- **Doppler Labs**: Built out CMS functionality and created new pages and templates - **PHP**, **Wordpress**
- **Doolli**: Analyzed UX/UI, suggested improvements for user retention and removing friction

Product Experience

Wesen Spirits, Inc., *Co-Founder*, NY/LA

Jan. 2013 – Jun. 2014

- Created a premium Ready-to-Drink (RTD) alcoholic beverage product from conception to product development
- Organized product testing events and created consumer surveys and to gather feedback on product and brand
- Researched the RTD market, including saturation, competition, and price points; liquor production/importing regulations
- Contacted and interviewed/vetted liquor lawyers, designers, bottle wholesalers, food scientists, liquor brokers, distributors
- Prepared business plan and pitched to a global spirits producer, CEO of the leading beverage investment bank in the US

Finance Experience

Nomura Securities Intl., *Associate*, Investment Banking & Primary Capital Markets Trading, 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 govts., 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 use of with **Excel**, **Bloomberg**, **PowerPoint**
- Interviewed and trained three full-time Analysts and one summer analyst in Investment Banking program
- FINRA **Registered Securities Representative** (Series 7, Series 63), **Investment Banking Representative** (Series 79)

Projects

- **OurGov.io** makes data about govt. services more accessible and allows users to rate and review them - **Rails**, **MongoDB**
- **NMA Technology, LLC** aims to operate UAV technology as a service for small- and mid-sized construction companies

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.

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

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

Languages, Interests, Misc.

- Spanish (professional working proficiency), French (elementary proficiency)
- Interests: art and design, travel and foreign culture, public policy, film, comedy, urban planning, cultural/intellectual history
- Dual US/EU Citizen

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