

ALEXANDRA WEST



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RELEVANT EXPERIENCE

Director of Research

[Ann Arbor SPARK](#) 📅 06/2016 - Ongoing 📍 Ann Arbor, MI

Ann Arbor SPARK is a regional non-profit public-private economic development organization.

- Using the power of data to tell a compelling story about the Ann Arbor region for...
 - businesses considering location decisions, site selectors, existing businesses, stakeholders;
 - economic and industry trend reports, proposals, infographics;
 - comparative regional analyses and benchmarking exercises;...to support Ann Arbor SPARK's business attraction and retention efforts throughout Washtenaw and Livingston Counties.

Business Development Associate - Enterprise Software and Cyber Security

[Department for International Trade](#) 📅 03/2013 - 08/2015
📍 Location

The Department for International Trade is the UK government's trade promotion organization tasked with growing the GDP through both trade and foreign direct investment.

- Strategic consulting for US/UK businesses in the cybersecurity and enterprise software industries.
- Helped UK companies gain access to the Silicon Valley/Bay Area ecosystem, and helped US companies seeking to expand into Europe develop investment strategy.
- Exceeded both quantitative and qualitative targets: assisted and managed relationships with up to 100 UK companies considering the US market per year, and account managed 15-20 US companies setting up in the UK per year.

Membership Manager

[BritishAmerican Business](#) 📅 02/2011 - 08/2012 📍 London, UK

American Chamber of Commerce in London

- Management responsibility for over 75 accounts ranging from SMEs to multinational corporations. Directly involved in prospecting, pitching, and closing new business (in 12 months individually facilitated entry of 22 new member companies).

ALL LANGUAGES

Python

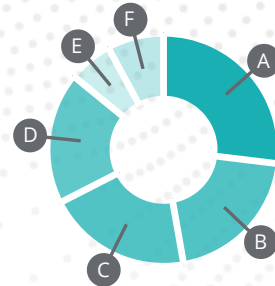
R

SQL

Italian (native)

Spanish (proficient)

MY TIME



- A Communicating about data
- B Creating awesome data visualizations
- C Data wrangling and cleaning
- D Recharging with family (and dog)
- E Taking it out on the bag (kickboxing)
- F Being outside

EDUCATION

Master of Information and Data Science (MIDS)

[UC Berkeley School of Information](#)

📅 05/2018 - 12/2020

- Courses completed include: Research Design and Applications for Data and Analysis, Python Fundamentals, Statistics, and Data Engineering (in progress)

MA, International Policy

[Middlebury Institute of International Studies at Monterey](#)

📅 08/2009 - 05/2011

- Concentration: International Trade Policy
- International Professional Service Semester: 6 month internship in London, UK

BA, Italian Studies

[UC Berkeley](#)

📅 08/2005 - 05/2009

- Pre-med, full year education abroad at University of Padua, Italy