

PRIYA SURYA
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Education

- Summer 2012 **BOSTON STARTUP SCHOOL** Cambridge, MA
Product Design and Business Development
- Primary track: Product and Design, Secondary: Business Development and Sales
 - Persona development, created minimum viable products, prototype design
 - Identifying and cultivating business relationships and partnerships
- 2008-2010 **HARVARD UNIVERSITY, John F. Kennedy School of Government** Cambridge, MA
Master in Public Administration/ International Development, June 2010
- Coursework included Technology Entrepreneurship, Advanced Quantitative Methods, Firms and Finance in Developing Countries, Analytical Frameworks for Policy
 - Master's thesis topic: *Technology for Agriculture: An Assessment of the Optimal Procurement Model for Indian Agribusiness Retailer*
 - Course Assistant to Ricardo Hausmann for Development Policy Strategy class
 - HBS Social Entrepreneurship Conference *Pitch for Change* Candidate Coordinator
- 2007-2008 **FULBRIGHT SCHOLAR** Istanbul, Turkey
Research and Academic Scholarship at Bogazici University
- Structured microfinance sector development and sustainability study with local NGO KEDV-Maya
- 2001-2005 **MACAULAY HONORS COLLEGE, CUNY Queens College** New York, NY
Bachelor of Arts in Economics and Political Science, May 2005
- Jeanette K. Watson Fellowship-fulfilled internships at UN, AUW Foundation, World Bank
 - Public Policy and International Affairs Fellow- Junior Summer Leadership Institute

Experience

- 2010, Sept-Present **WORLD BANK, South Asia Rural Livelihoods** Washington, DC
ICT4D Consultant – Information and Communication Technology Unit
- Analyzed trends in mobile platforms and services in developing countries and the role of technologists, telecom companies, and policy makers in improving access through supply-side and demand-side interventions
 - Co-authored mobile services for the agricultural value chain chapter, and wrote case study on mobile strategy for innovation incubation and public service delivery for flagship report
- Technology and Partnerships Consultant – South Asia Rural Livelihoods***
- **Project Implementation**
 - Evaluated business models, and documented lessons from mobile banking experiences in Kenya, Brazil, Philippines and Pakistan, focusing on entry points and partnership strategy for Govt of India National Rural Livelihood Mission (\$5.5 billion) project
 - Field-based groundwork for pilots- gathered data on demand for remittances, G2P, and payments in two districts, and develop detailed implementation plan for major national bank and state-level govt program in Bihar
 - **Business Development**
 - Conceptualized \$1million dollar project with major US tech school to build grassroots innovation capabilities in rural India, Pakistan, and Afghanistan
 - Proactively found new sources of funding and developed proposals- obtained \$75,000 through trust funds to explore technology issues

- Wrote four learning notes for practitioners of rural tech projects in India, involving mobile, smartcard, and video platforms, to scale from 11 to 350 million clients

2009, May-July	GTZ ProFI Program, Promotion of Rural Financial Institutions Research Consultant	Indonesia
	<ul style="list-style-type: none"> • Initiated, designed, and implemented financing needs assessment study of 120 households across 4 villages in West Lombok region of small farmers, fishermen, and entrepreneurs • Wrote MFI client and non-client questionnaires and field-tested with local consultant 	
2006-07, Nov-May	UNITUS – Scaling Innovative Market Solutions to Poverty Short-term Consultant	Bangalore, India
	<ul style="list-style-type: none"> • Innovation initiative: Worked with Head of Innovations to meet with and identify potential partner institutions disseminating scalable, sustainable, market-friendly innovations • Project consulting: Assisted with merger and acquisition strategy for large commercial bank partner to inform their rural microfinance approach • Internal knowledge management: Designed and built an internal database of potential microfinance partners (3,000+) across India 	
2005-06, Nov-May	SOUTH ASIAN YOUTH ACTION (SAYA!) – Supporting Immigrant Youth Finance and Development Associate	New York, NY
	<ul style="list-style-type: none"> • Worked with Executive Director to prepare grant proposals and solicitations, reports, acknowledgements, briefings, debriefings, and correspondence to donors and prospects. • Ensured proper allocation of funds; managed disbursement of paychecks, payment of bills, tracking of all financial activities, bank reconciliation, and budget projection 	
2005, June-Oct	WORLD BANK KENYA – Private Sector Development Knowledge Intern	Nairobi, Kenya
	<ul style="list-style-type: none"> • Liaised with key government partners to track and ensure changes in 9 sectors including security, licensing, energy, taxes, and ports to improve investment climate • Built consensus between private sector and Ministry of Trade and Industry around design of agricultural linkages (\$22M) for coffee, tea, and horticulture industry value chains 	
2002, June-Sept	UNITED NATIONS – POPULATION FUND (UNFPA) Editorial Assistant—External Affairs	New York, NY
	<ul style="list-style-type: none"> • Assisted with press releases after US abortion funding controversy drastically cut budget. • Wrote and summarized articles for State of World Population 2002 (UNFPA's flagship publication) and with publication for Barcelona International AIDS Conference. 	

Skills Fluent in Tamil. Intermediate proficiency in Hindi and Turkish. Proficient in Access, STATA

- Ask Me About**
- How I made a public transportation of matatu (minivan) system map in Nairobi
 - Disruptive innovation—at home and abroad
 - My hitchhiking adventures on a solo backpacking trip from Mombasa to Capetown