

Alexis Vaughn
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Virginia Museum of Fine Arts
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PROFESSIONAL EXPERIENCE

Virginia Museum of Fine Arts, Richmond VA USA, Deputy Director, Sales and Marketing (July) 2008 –

North Carolina Museum of Art, North Carolina, USA Deputy Director and Chief Operating Officer 2004 – (April) 2007

- Implement standard general management practices and organizational restructuring to affect comprehensive gains in efficiency, functionality and morale
- Create, sustain and adapt the organizational infrastructure to support programmatic objectives within the parameters of available resources
- Provide counsel and support to museum director in the development and implementation of museum vision
- Liaise with state government to locally apply policies and procedures as required and to align state resources with the museum's strategic direction

Key Accomplishments

- Restructured Education, Finance, Marketing, and Security departments to elevate accountability and professionalism
- Re-engineered net negative Earned Income Unit to become profitable in 12 months
- Instituted employee-driven activities such as yoga, knitting, and exercise programs

Golden LEAF (Long-Term Economic Advancement Foundation) North Carolina, USA Senior Vice President 2003 -2004

- Provided operational, financial, strategic, and general management support to the president as required
- Assessed North Carolina companies for Golden LEAF private equity investment

Key Accomplishments

- Directed the development of and managed the largest grant in the foundation's history, a \$60 million biotechnology training consortium
- Proposed and implemented organizational restructuring to position the foundation for future growth

CITIBANK, Tegucigalpa, Honduras General Manager for Honduras & Nicaragua 2000 -2002

- Managed 75 people and \$250 million in assets
- Interfaced with government, political, and business leaders to promote and protect franchise interests
- Vested with total responsibility for delivering against revenue and expense targets

Key Accomplishments

- Received highest Citibank customer satisfaction rating in the region

- Received highest Citibank employee satisfaction rating in the region, and second highest in the world
Closed biggest syndicated loan deal in Honduras history

CITIBANK International, Miami, USA Head of Business & Strategic Planning, Latin American Corporate Bank

- Developed and coordinated regional business strategies for 24 countries in Latin America and the Caribbean
- De facto chief of staff for executive vice president with \$4 billion revenue target for Latin America

Key Accomplishments

- Spearheaded competitive process to earn “Best Bank in Latin America” awards from *Euromoney & Forbes*
- Rolled out regional “e-initiatives” think tank to implement on-line strategies and capture electronic media opportunities
- Promoted to executive line position in 7 months

CITIBANK Global Emerging Markets: Argentina, Brazil, Hungary, New Zealand, USA and Vietnam Global Management Consultant 1996 -2000

Financial Sector Development

- In Vietnam, Argentina, Brazil and Hungary, assessed financial market capabilities, potential, strengths and weaknesses. Worked with Central Bank, Stock Exchange directors, and government policy makers to deepen financial infrastructure, develop financial legislation, and create/modernize financial policy
- Introduced new financial services products in Vietnam, Argentina, and Hungary

Strategic Planning & Execution

- Headed strategic market expansion efforts in Central Florida, Washington, DC, and New Zealand
- Assessed long-term demographic trends and probable changes in technology to determine Citibank’s desired profile in certain markets and industries. Closed under-performing branch, opened new ones, quantified new markets

Key Accomplishments

- Fine-tuned Vietnamese outsourcing model to enhance effectiveness of Asian regional processing centers in Singapore and Penang, which reduced errors by 70% and cut turnaround time in half
- Consolidated commercial banking sales and service activities in Washington, DC, by establishing dedicated business banking centers, increasing sector profits by 20%

IBM, Cleveland, Ohio Account Marketing Representative 1988 -1994

Managed all aspects of account sales, marketing, distribution channels, and customer satisfaction

Key Accomplishments

- Increased revenues 300% in 18 months in key account
- Increased customer satisfaction 20% across territory

Peace Corps Volunteer, Tegucigalpa, Honduras Literacy Coordinator

Managed 200 literacy centers with Host Country counterpart. Responsible for program recruiting, training, monitoring and evaluation. Represented local educational interests at national government level

Key Accomplishments

- Created, piloted, and distributed adult literacy materials for Honduran Ministry of Education
- Spearheaded marketing campaign for Ministry of Culture and Tourism to increase number of U.S. visitors to Honduras

EDUCATION

Citibank: worldwide training in bank operations, products, credit, and capital markets in: London, Istanbul, Ft. Lauderdale, Manila, and Prague, 1998-1999

Kenan-Flagler Business School / University of North Carolina, Chapel Hill MBA – General Management, 1996 Consortium Fellow Sara Lee Scholar National Black MBA Scholarship Recipient Entrepreneurship Grant Recipient Member, Students for Responsible Business

Cleveland State University, Cleveland, Ohio BA – Triple Major in Communications / Spanish / Speech Pathology and Audiology, 1984 Honors Student President, Spanish Honors Society

COMMUNITY

North Carolina School of Science and Math Foundation, Board Member

Self-Help Credit Union, Board Member

Friends of African and African-American Art, Member

National Black MBA Association, Member