# Alexander Smith

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# **SKILL OVERVIEW**

Analysis, Data & Financial: Experience in both quantitative and qualitative research and analysis for firms across sectors, trading internationally. Educated in advanced quantitative data analysis inc. machine learning and computational models using Python, SQL, R, Excel, etc. Problem-Solving: Experienced & educated in mapping issues from multiple analytical perspectives in complex organisations and systems. Skilled at identifying inefficiencies, heeding interdependencies & whole-system 'big pictures', targeting interventions & applying data-led solutions. Communication: Experienced in writing to clarify complex topics for non-experts, and to persuade, building narratives that engage stakeholders. Experienced public speaker and presenter. Native English user. Broad visual media skill-set: digital graphics, slide decks, photography, video, edits. Leadership & Teamwork: Led and trained teams at the top of the service sector, defining goals, and the processes used to jointly achieve them. Business & Finance: Strong academic knowledge of theories and practices in economics, finance, politics, and organisation and management.

## **EDUCATION**

#### **Copenhagen Business School**

BSc International Business and Politics – GPA: 10.27 (one paper left, in May 2025 – available for full-time work now.) Disciplines: Economics, finance, international politics, political economy, governance and risk, development, organisation and management.

Skills: Analysing highly complex problems from multiple perspectives, building solutions. Advanced quantitative analysis, inc. machine learning. Qualitative analysis, inc. using LLM AI to assist. Critical thinking, analysing and synthesising theories. Explanatory writing and oral presentation. Thesis: Systems-thinking applied to the global economy and international finance, understanding self-perpetuating dynamic feedback processes. Analysing quantitative and qualitative data using AI to determine how the economy has evolved through recent political and economic shocks.

## University of Leeds

BA (w. Honours) Audio-Visual Media Production - Grade: Upper Second-Class Honors (2:1) - Equiv. Danish GPA: 10 2006 - 2009 Management: project/goal definition, planning, execution, documentation. Leadership: organising multidisciplinary teams to achieve shared goals. Communication: architecting and sequencing information to optimise understanding. Narrative-building to attract stakeholders and motivate their long-term investment. Writing with concision and clarity for various purposes: to inform, persuade, plan, direct, and critique. Audio-visual skills: graphics and presentation, photo/videography, audio production, post-production retouching and editing.

## **EXPERIENCE**

## Independent Consultant - Fine Dining & Hospitality Business Management

Consulting businesses on operations and processes, alongside various contracted roles, most notably for Noma ApS.

Analysing and consulting businesses apropos management, processes, service procedures, logistics, and communications- and growth-strategies. Noma ApS, Copenhagen: Consulted opening for venue 'Restaurant Barr'. Designed and implemented processes optimising logistics and service to reduce labor costs. Managed stakeholder relationships in a very dynamic, continuously-evolving environment. Led teams. Reported financial data.

#### **Copenhagen Business School**

Researcher – project leaders: Professor Oddný Helgadottir & Professor Pedro Monteiro.

Project: How networks - e.g. economic/markets, professional, personal - disseminate information and knowledge, and what frictions are involved.

# Colourbox

Marketing, Software-as-a-Service – Strategy, data analysis, CX, customer/user journeys & stories, UX, copy, tech. writing. Analysed markets. Researched, identified and profiled target sectors and customers. Defined customer journeys and user stories. Developed market strategy. Delivered clear insights to inform stakeholders on conclusions and actionable recommendations. Planned, executed and administered ensuing projects, inc. leading campaigns. Wrote necessary written copy. Self-taught technical understanding from product development teams, to create documentation guiding management, sales, and customers. Coordinated copy translations in multiple languages.

#### **Copenhagen Distillery**

Communications Manager, luxury brand – Process improvement, change management, marketing & comms., tech. writing. Roadmapped company change process - analysed data, engaged stakeholders, led implementation. Analysed markets for growth. Optimised internal communications structure. Wrote strategy and technical documentation, and product and sales copy. Created graphics for promotions.

# **Bibendum Importers**

Marketing Specialist, luxury brand imports – Marketing, stakeholder network growth, relationship management. Analysed markets. Identified key strategic stakeholders in complex consumer- and supplier-networks. Managed stakeholder relationships.

# Editing & Copy Editing - Consultant, Freelance

Clarifying prose and refining arguments for logic and consistency. Further research. (Clients withheld, per agreement.) Freelance projects Project: Globally-published book on international finance, economics and politics by a well-known academic and an IMF economist. Project: Academic manuscript for Oxford University Press, in Oral History, rewriting and reordering text to meet OUP's publication criteria.

# ADDITIONAL INFORMATION

Programming:	Data: SQL, Python, R, VBA (for Excel automations), Git, JSON, XML. / Web: JavaScript, HTML, CSS.
Other technologies:	MS Office, advanced user of Excel, PowerPoint, Word. / Data & Analytics: IDEs for Python, R, web, etc. Power BI, Google Suite.
	Project management and administration: Ticketing systems (e.g. Asana), Trello, Miro, Google Workspace administration.
	Marketing Automation (e.g. MailChimp). / Visual design: Adobe Creative Suite, Figma, similar.
Working languages:	English: Native. Can write with British, Oxford & US spellings. / Danish: Advanced conversational, intermediate professional.
Extracurriculars:	Founder: CBS Political Books Club. / Board member: CBS International Business & Politics board. / Cases: Global Competition.
Some interests:	Chess, go, cookery, literature, logic puzzles, weightlifting. Studying philosophy, cognition, networks, and complex systems.

# Frederiksberg

**United Kingdom** 

#### 2021 - present

# Australia & Denmark Consulting ongoing

# Frederiksberg

2024

#### 2020 - 2024

**Copenhagen & Odense** 

# Copenhagen

2018 - 2020

2018

Sydney & Melbourne

Remote / Copenhagen