

JOSHUA H. WEINSTEIN

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EXPERIENCE

- NOV. 2010 – PRESENT **TECHNOSERVE** ACCRA, GHANA
Volunteer Consultant
- Overseeing the development of a strategic plan for outgrower schemes for a large commercial farm, evaluating cost efficiency and roles and responsibilities of parties
 - Identifying micro-entrepreneurs and developing bankable business plans in order to secure capital from private-sector financial institutions
- NOV. 2009 – OCT. 2010 **KIVA** BACOLOD CITY, PHILIPPINES
Kiva Fellow and Consultant with Negros Women For Tomorrow Foundation
- Served as a volunteer consultant at a microfinance institution and hired as a full-time research officer
 - Implemented borrower profile model to automate and streamline process for loan officers
 - Conducted interviews with 60 borrowers across six branches, including an audit of 10 Kiva clients
 - Created an Excel model and database program to analyze historical portfolio performance trends, focusing on key metrics such as revenue, outreach, and client retention
- AUG. 2008 – NOV. 2009 **INVESTOR GROUP SERVICES** BOSTON, MA
Senior Associate Consultant
- Developed proprietary Excel models to estimate market size and share on 50+ due diligence projects, incorporating regression analysis and macroeconomic data into growth forecasts
 - Designed and created PowerPoint reports with up to 200 slides and populated with data and assertions
 - Presented and defended findings for client teams of up to 10 individuals
- MAR. 2007 – AUG. 2008 *Associate Consultant*
- Conducted interviews with C-level executives, market experts, trade associations, and industry analysts
 - Led teams of up to 10 research associates to gather data via phone interviews industry participants
 - Member of internal strategy team; performed quarterly analysis of middle-market PE deal volume
- SEP. – DEC. 2006 **ARDENNES CAPITAL** BOSTON, MA
Research Intern
- Performed market research of solar & alternative energy sector for a hedge fund started in May 2006
 - Prepared quantitative analysis of several companies at each step in value chain

EDUCATION

- 2002-2006 **DUKE UNIVERSITY** DURHAM, NC
Major: Biology, Minor: Philosophy
- *Relevant Coursework:* Economics, Managerial Finance, Chemistry, Calculus, Computer Science, Environmental Science & Policy
 - *Activities:* Calculus tutor, intramural soccer referee
- SPRING 2008 **HARVARD UNIVERSITY EXTENSION SCHOOL** CAMBRIDGE, MA
Coursework: Financial Accounting

ACTIVITIES & LEADERSHIP

- 2008-2009 **GOTO (GIVING OPPORTUNITIES TO OTHERS)** BOSTON, MA
- Member of volunteer committee in a Boston-based youth charity organization
 - Conducted survey of volunteers to identify operational areas for improvement within the organization
- 2008-PRESENT **DRAGONHEART INVESTMENT PARTNERSHIP** BOSTON, MA
- Co-manage a small investment portfolio as part of a three-person family partnership

SKILLS & INTERESTS

- Fluent in MS Word, PowerPoint, and Excel; working knowledge of MS Access & Final Cut Pro
- Maintain a blog about development economics and microfinance (www.developeconomies.com)
- World travel, reading and writing about issues in economic development, playing soccer