

# JOHN MCCULLOUGH

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## PROFESSIONAL PROFILE

Six years of public sector experience in development as a practitioner in the field, project manager for a private consulting firm and with USAID. Effective program manager and coordinator of outreach to multi-sectoral actors in complex post conflict environments of Iraq and Afghanistan. Excellent research and analytic skills. Specialist in Latin America and fluent in Spanish.

## EXPERIENCE

**U.S. Agency for International Development** **Washington, DC**  
**Cognizant Technical Officer – Washington, DC** **September 2012 - Present**

- Serve as designated contract administrator for USAID on \$60 million and \$100 million contracts with Chemonics International, Inc. to implement OTI/Afghanistan program
- Monitor contractor's performance and verify that it conforms to technical requirements and quality standards; provide technical direction to contractor; administer financial management of contract, including review and approval of vouchers and budget-related procurement actions; conduct site visits to Amman, Jordan to meet with Chemonics personnel

**Presidential Management Fellow – Baghdad, Iraq** **May 2010 - August 2010**

- Managed community development programs in Iraq while living in the "Green Zone"
- Represented USAID on Human Rights strategic planning committee
- Coordinated data collection for reporting requirements to Congress and U.S. Government agencies
- Briefed Baghdad Embassy staff and U.S. forces on USAID program priorities

**Development Alternatives, Inc.**  
**Intern Consultant**

**Rio de Janeiro, Brazil**  
**May 2009 - August 2009**

- Researched background and statistical information on training programs for micro-entrepreneurs
- Recommended changes that increased online loan repayments by 20%
- Conducted Evaluation of financial management practices of 50 microfinance institutions to identify deficiencies and assess management practices in need of change
- Conceived and designed training course for 100 staff to institute changes in selected microfinance institutions based on research findings
- Presented research findings at conference attended by 1500 regional development professionals

**United States Peace Corps**  
**Small Business Development Consultant**

**Piribebuy, Paraguay**  
**June 2006 - May 2008**

- Formulated and implemented integrated marketing strategy for textile production cooperative, leading to 97% increase in monthly sales
- Developed accounting and bookkeeping practices to increase financial accountability; trained management staff of 5 on implementing new procedures and practices
- Conceived and wrote grant proposal; received \$1700 award from foundation for purchase of looms

**Marketing Strategies, Inc.  
Accounting Manager**

**Seattle, WA  
July 2002 - May 2006**

- Planned, coordinated and implemented marketing campaigns for Fortune 100 companies with average program budgets of \$250,000
- Managed 70 predominantly Hispanic accounts

**EDUCATION**

**Johns Hopkins University  
School of Advanced International Studies (SAIS)  
Master of Arts**

**Washington, DC  
May 2010**

- Concentrations: International Development
- Selected coursework: Microfinance and Development; Impact of Economic Development on Social Foundations; Trade Policy in Developing and Transitional Economies
- Editor, SAIS Review; President of International Development Career Club

**University of Pennsylvania  
Bachelor of Arts, Business and Latin American History**

**Philadelphia, PA  
May 2000**

- Graduated *summa cum laude*
- H.R. Johnson Fellowship for Outstanding Citizenship
- La Universidad San Andres Buenos Aires, Argentina (1999-2000)

**ADDITIONAL INFORMATION**

- Languages:** Spanish (fluent); French (proficient)  
**Skills:** Proficient in Excel, PowerPoint, Access  
**Leadership:** Chair Microfinance Working Group, Society for International Development - Washington, DC Chapter  
**Interests:** Coordinator, DC Cares (local community service organization)