

# ALYSSA LOVEGROVE

## **Summary:**

- Senior management professional, with a career spanning the banking, management consulting, consumer retailing and non-profit sectors, in the US and UK.
- Successful small business entrepreneur; strong personal and professional interest in private and social sector entrepreneurship.
- Currently seeking a teaching faculty position in small business management and entrepreneurship. Additional expertise in strategic planning, direct marketing, customer service/support, and general management, including business restructuring.
- Board member, advisor and active contributor to non-profit and community organizations representing small businesses, the arts and education, opportunities for underprivileged women and girls, and work-life balance advocacy.
- Self-employed consultant to non-profits and small commercial ventures since 2005; relocated from London (UK) to Washington, DC with husband and family in 2007. Dual US/UK citizen.

## **Education:**

**HARVARD UNIVERSITY**, Bachelor of Arts degree cum laude in Government, June 1981

**NEW YORK UNIVERSITY STERN SCHOOL OF BUSINESS**, MBA, dual concentration in Finance and Public Administration, June 1985

**AACSB BRIDGE PROGRAM, Babson College, Wellesley, MA** October 2009 graduate

## **Executive roles:**

**LONDON CHILDREN'S MUSEUM, Executive Director, 2006 – 2007**

Recruited by the trustees of London's first large scale children's museum to lead the project through its development and launch phases.

- *Created launch plan and post-launch financial model; developed case for support and initiated fundraising feasibility study; conducted initial negotiations with King's Cross landowners to secure the proposed site; initiated cultivation of lead donors and patrons*

**THE GREAT LITTLE TRADING COMPANY (London), Co-Founder and Managing Director, 1994 - 2005**

Created, launched and managed specialty catalogue retailer focusing on children's household products, cited by the Independent on Sunday, The Sunday Times and Real Business/Dun & Bradstreet as one of the UK's fastest growing middle market companies.

- *Created initial business plan, product concept and cash flow model, established relationships with banks and key suppliers*
- *Managed in-house and outsourced customer service operations (150 direct and contractual employees)*
- *Led expansion of the brand into new merchandise categories (including acquisition of a childrenswear manufacturer)*
- *Directed a restructuring of the company and negotiated sale to private equity investors; managed transition to current executive team. Non-Executive Director of the company from 2005 – 2007.*

**MCKINSEY & COMPANY, INC. (New York and London), 1986 - 1993**

**Associate Principal.** Provided problem-solving support and advice on strategic and operational issues, to senior management of major corporations. Specialized in financial services and retailing sectors.

**BANKERS TRUST COMPANY (New York) 1981 - 1986**

**Assistant Vice President.** Specialist in short-term debt underwriting (commercial paper) and related products.

**ALYSSA LOVEGROVE (cont'd)**

**Board/Advisory Roles:**

**NATIONAL CHILDREN'S MUSEUM (Washington, DC) 2008 - current**

**Member of main Board and regional development committee.** Major new educational and cultural facility, due to open in 2013 at National Harbor.

**COUNT ME IN – Sponsor of MAKE MINE A MILLION (New York, NY) 2009 - current**

**Advisor to the Board.** National non-profit provider of online resources, business education and community support for women entrepreneurs.

**NETWORK FOR TEACHING ENTREPRENEURSHIP (NFTE) (Washington, DC) 2009 - current**

**Regional business plan competition judge and student mentor.** NFTE provides training in business skills to high school and middle school students in low-income communities.

**WASHINGTON AREA WOMENS FOUNDATION (Washington, DC) 2007 - 2009**

**Grant reviewer.** WAWF serves underprivileged women and girls throughout the DC Metro area and promotes the active engagement of women in philanthropy.

**WORKING FAMILIES (London) 2005 - 2007**

**Vice-chair and trustee** of the UK's leading work-life balance advocacy organization

**LONDON BUSINESS ANGELS (London) 2005 – 2007**

**Business mentor and prospective investor.** UK-based network of business professionals and high net worth individuals investing in early stage businesses. (Affiliated with the European Business Angels Network.)

**CONTACT INFORMATION:**

Alyssa Lovegrove  
 Potomac, MD  
 301 469 1609 (office)  
 301 395 5334 (cell)  
 alyssa@thelovegroves.com