

Ximena L. Murillo, MIB

Curriculum Vitae

**Name:** Ximena L. Murillo, MIB

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**EDUCATION**

- **Stanford Graduate School of Business** – Executive Program in Social Entrepreneurship.
- **Rotary International Peace Fellowship** – Chulalongkorn University – Bangkok, Thailand: Extensive training in cross-cultural peacebuilding and conflict resolution.
- **Master’s degree in International Business (MIB)** - University of St. Thomas Houston.
- **Graduate International Business Program:** Ecole de Management - Université Robert Schuman - Strasbourg-France.
- **B.A. Business Administration** - Catholic University of Bolivia - La Paz-Bolivia (Minor: Public Policy Development Program-Catholic University of Bolivia and Harvard University)

**Teaching Experience**

- International Business Adjunct Faculty: International Marketing, Imports and Exports and Global Supply Chain.

## **ADDITIONAL EXPERIENCE**

- UN Association–Houston (UNA) - Project Coordinator: UN Global Compact, engaged and informed companies, encouraged participation in the UNGC in partnership with the University of St. Thomas, Cameron Business School.
- United Nations Development Programme (UNDP) & The Virtual University for Latin America: Course on Local Governance & Decentralization Process for Human Development. Authored “The Evolution of Local Governments in Latin America.”
- University of Houston Graduate School of Social Work: Field Supervisor and Assistant Professor- Taught Professional Grant Writing for graduate social workers.
- Clinton Global Initiative University; Topic Leader & Table Facilitator. Mentored 30 emerging international social entrepreneurs.
- Houston Community College, Adjunct Professor - International Business, International Marketing, Globalization.
- The State University of New York, Office of International Programs SUNY/OIP & USAID.

## **PROFESSIONAL EXPERIENCE**

### **UNITED4CHANGE CENTER FOR INTERNATIONAL DEVELOPMENT & GLOBAL CITIZENSHIP (U4C) | Houston, TX *CEO, 2012-Present***

- Created, planned, implemented and evaluated empowerment programs for women and populations in extreme, multigenerational poverty and/or post-conflicted communities in Bolivia, Tanzania, and Kenya (emphasizing access to healthcare, literacy development, skills training, gender equality, domestic violence and economic empowerment).
- Led a Study/Service Abroad initiative in partnership with The Graduate College of Social Work, University of Houston and Rotary International.
- Designed and launched new initiative: Social Impact Leadership for Sustainable Peace program - training emerging young professionals on human rights, the UN Sustainable Development Goals (SDGs); project development & management, assessment, monitoring, and evaluation.
- Built strategic partnerships and strengthened relationships with donors, multi-agency partners, beneficiaries and other stakeholders in the U.S, Bolivia, Mexico, Tanzania, Colombia, and Kenya.
- Developed curriculum and delivered training for conflict resolution workshops for professionals in La Paz/Bolivia.
- Provided oversight for budget development and forecasting.

- Developed and implemented fundraising and marketing strategies and materials.
- Wrote and managed successful grant proposals.

## **AXESS GLOBAL BUSINESS | Houston, TX**

**Global Consultant, 2014 – Present** - Consulting services on corporate social responsibility, social sustainability; international development, international business market research, social impact assessments & social audits.

- **Global Affairs Associates:** Marathon Oil Company's corporate social responsibility (CSR) strategies, stakeholder engagement, social impact assessments, partnership strategies with global environmental organizations & CSR activities in Gabon, Africa. Produced a social impact report on potential operations in Michigan.
- **Quaker Bolivia Link:** Consulting Director and liaison for an international non-profit with three governing boards distributed among three continents (US, UK, and Bolivia). Responsible for developing organizational capacity and providing oversight of sustainability projects: access to safe water, sanitation, food security and climate change mitigation in the Andean region. Developed communications strategies including digital communication; prepared technical reports and maintained communication with stakeholders.
- **NewGen Peacebuilders in Houston, TX:** Co-facilitated peace education programs for students and young leaders in coordination and collaboration with Rotary International (Houston District)
- **National Integrity Action Jamaica (Transparency International/USAID):** Researched and collaborated with the author of "A Practical Guide to Social Audit as a Participatory Tool to Strengthen Democratic Governance, Transparency, and Accountability" by Gerardo Berthin, UNDP LA, 2011. Co-delivered Caribbeanwide training workshops on Social Audits for 200+ Young Leaders and Entrepreneurs in Jamaica.

## **GOLDMAN SACHS 10,000 SMALL BUSINESSES AT HOUSTON COMMUNITY COLLEGE (HCC) | Houston, TX**

**Alumni Director, 2012-2014**

- Collaborated in planning/implementing the Goldman Sachs *10,000 Small Businesses* initiative.
- Collaborated with Goldman Sachs/Goldman Sachs Foundation, Babson College and HCC to track the corporate citizenship program metrics.
- Created a strategic plan for the alumni program to facilitate the growth of businesses and the engagement of graduates from different industries.
- Delivered instructional curriculum for business owners to identify and realize opportunities through the alumni network.

- Provided strategic/logistic support to the broader program and coordinated business continuing education programs.
- Planned, coordinated and executed conferences and networking events for small business owners.
- Delivered presentations, networked with and facilitated connections among participants and partners in the Greater Houston area business community.
- Supported the selection and recruitment of new candidates eligible to participate in the 10KSB program

## PUBLICATIONS | CONSULTANCIES

- ✓ **Researched & analyzed** national legislation and translated documents that contributed to a published article: "Lessons Learned in the Implementation of the Guatemala Declaration: A Case of the Software Missing the Hardware?" by Gerardo Berthin, Ph.D. (2013)
- ✓ **Consultant/Writer** for Research Project: "The Evolution of Local Governments in Latin America" (Course: Local Governance and Decentralization Process for Human Development - UN Development Programme & The Virtual University for Latin America - 2014)
- ✓ **Assisted with research** with Robert J. Reid, Ph.D. (Oklahoma State University); in studying relationships between charitable foundations and grant seekers resulting in the study "The Opacity of Private Philanthropy" and corresponding publications. (2015, 2017, 2018)
- ✓ **Writer:** Conflict analysis report to analyze the roots of the extreme violence in post-war Guatemala. Rotary Peace Fellowship, Chulalongkorn University 2018.
- ✓ **Research Projects:** "ENRON's Presence in Bolivia"- Corruption and International Law; "The Banana Dispute"- World Trade Organization Dispute Case; "Kaizen Costing"; "Cultural Values in Romania"; Research and practical study of the European Union, European Integration and Business Environment. (2000)

## AWARDS & RECOGNITIONS

- ❖ Nominated by Zone 27 (13 state area) for the 2018 Rotary Alumni Global Service Award.
- ❖ Paul Harris Fellowship 2018: exceptional service in Rotary International Global Grants.
- ❖ Clinton Global Initiative U–Honor Roll Alumni (2017)
- ❖ Houston International Trade & Development Council – Global 7 Awards: Outstanding Non-Profit, Houston TX (2015)
- ❖ Clinton Global Initiative University: poverty alleviation project Empowering Women in Mining Communities of Bolivia - recognized by President Bill Clinton at the CGI U Meeting, University of Texas at Austin (2009)

## SKILLS

- ❖ Proficient in English, Spanish and basic French.
- ❖ Highly proficient in Microsoft applications; database systems; Salesforce CRM software, QuickBooks, Adobe applications, Web Development/Design, other productivity tools and applications such as Slack, Hubspot.
- ❖ International Correspondent–International Focus Magazine Houston, TX.