

# Julia Wilkinson



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## Summary

Julia Wilkinson is an impact consultant and investor. She is experienced in start-up strategy, measurement & evaluation, and partnership building. She also spent 6 years as a wealth management professional at Goldman Sachs. There she invested in products across asset classes, fostered relationships with internal and external clients, and performed project management duties. Ms Wilkinson has an MPA from Columbia SIPA and a BA from University of Pennsylvania. She is trilingual in English, Portuguese, and Spanish and lived in emerging markets for 11 years.

## Education

**Columbia University, School of International and Public Affairs (SIPA)** August 2013 – February 2016

*Master of Public Administration*

- Concentrated on urban and social policy and specialized in management
- Teaching Assistant for “Management for Development Professionals” (*Fall 2015*) and “Creating and Managing Effective Nonprofits” (*Fall 2014*)

**University of Pennsylvania** August 2001 – May 2005

*Bachelor of Arts in Diplomatic History*

## Experience

**SV Latam Fund** June 2016 - present

*Investor in Residence*

- Assess investment opportunities in early stage technology companies, perform decision analysis with entrepreneurs, and prepare investment memos

**Peace Boat Ecoship (Sustainable Cruise Vessel)** October 2016 – June 2017

*Project Coordinator: Finance*

- Managed investor pipeline, financial modeling, and investor marketing for the \$450M Ecoship capital raise

**Women’s World Banking Asset Management** September 2016 – December 2016

*Women’s World Banking Capital Partners (Internship)*

- Researched and analyzed investment opportunities in global MFIs for \$60M fund; financial modeling and structured products development
- Assisted in preparation of financial statements, investment memorandums, and social impact reporting

**Sitawi – Finance for Good** June 2014 – August 2014

*Venture Philanthropy, Rio de Janeiro, Brazil*

- Developed a multi-sector impact measurement framework in Portuguese for Sitawi’s portfolio and private sector consulting business
- Built pipeline, performed credit research on 20-25 companies, and visited potential 5-10 loan clients and grant recipients

**Goldman Sachs & Co.** October 2007 – August 2013

*Wealth Management Professional - Associate*

- Wealth management professional for Brazil private wealth team that managed \$1.5B in assets, revenue of \$7M/year
- Advised on and executed equity, fixed income, OTC derivatives, hedge funds, private equity, and structured note transactions
- Led technology working group to review and provide feedback on proprietary technology and encourage its uptake regionally

**WSK**

June 2005 – June 2007

*Paralegal*

- Summarized case facts and liability theories from case history and legal journals, and assisted in trial preparation on a portfolio of 90-120 clients

## Consulting

- **ThirdWay Africa Partners:** fundraising strategy for the merchant bank’s \$150M Impact Fund (renewable energy, sustainable forestry and agriculture in Indian Ocean Africa), and a FSC certified timber management business in the Amazon (*Sept 2017 to present*).
- **ThirdWay Africa Partners, Technoserve, Dobbin International (Team Leader):** Assessed the investment landscape of Cabo Delgado, Mozambique, and created an investment landscape deck. Sectors included mining (rubies, graphite), infrastructure, liquefied natural gas, agriculture, tourism, financial services, forestry, and energy (*Sept 2015 – Feb 2016*).
- **Transparency International:** Analyzed aid delivery in a sample of countries (Afghanistan, Somalia, Lebanon, and Guinea) with high perceptions of corruption, identified vulnerable workflows, and recommended mitigation techniques (*Fall 2015*).
- **Ci3 and Banorte Sustainable Banking (Team Leader):** Prepared investment terms for dividend demand notes for social enterprises in Mexico, and created a Mexico specific gender lens due diligence process (*Fall 2013*)

Board President of Finance For Good Brazil: host panels, organize fundraisers, review grant opportunities, build partnerships, and lead media strategy.