

SA-EUN PARK

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PROFESSIONAL PROFILE

- ❖ Skilled consultant, trainer, and project manager in microfinance institutional change management. In-depth knowledge and experience working with microfinance institutions and capacity building, including but not limited to formalizing risk management system
- ❖ Over thirteen (13) years of professional experience, consisting of business development, strategic planning, financial planning, business management, and financial inclusion program technical assistance and management
- ❖ Over four (4) years of capacity building project management and technical assistance for financial institutions in developing countries, especially in Management Information Systems, Risk Management, Product Development & Market Research, and Digital Finance
- ❖ Over four (4) years of commercial and investment banking experience, providing financial advice to high net-worth clients. Effective sales and marketing led to an exceptional organic portfolio growth and client satisfaction.
- ❖ Delivered training to over hundreds of practitioners and executives in microfinance, especially providing consultancy and coaching through institutional transformation (from credit-only to deposit-taking institution or branchless delivery channel implementation or formalizing enterprise risk management system)
- ❖ Guest lecturer for graduate students at American University on financial management and ratio analysis
- ❖ Substantial international experience in fifteen (15) countries in Sub-Saharan Africa, Middle East & North Africa, Central America & the Caribbean, and Southeast Asia regions; also, residence in Saudi Arabia (11 years), Austria (6 years), and USA (17 years).

Languages:

Fluent Korean and English; professional French; intermediate German; basic Japanese and Arabic

Countries of Work Experience:

Afghanistan, Egypt, Haiti, Jordan, Mexico, Nepal, Nicaragua, Republic of Congo, Saudi Arabia, Suriname, Thailand, Uganda, USA, Yemen, Zimbabwe

Professional Training:

Facilitation Training by TRG (Training Resource Group)

EMPLOYMENT HISTORY

- MAGPIEVENTURE, LLC, Washington D.C. 2014 – Present
Founder & Principal Consultant
- MagpieVenture provides cross-cultural training, consulting and coaching services for financial inclusion, women empowerment, and cultural competency.
- MENNONITE ECONOMIC DEVELOPMENT ASSOCIATES (MEDA), Washington D.C. 2011 -- 2014
Sr. Project Manager/ Consultant
- Responsible for managing complex international development projects in inclusive financial services, enhancing capacity of micro to commercial-level financial institutions. Lead business development, managing donor relationships as well as delivery of project outcomes. Expertise in mobile banking, transformation into deposit-taking institution, risk management, MIS integration.
- MANAGEMENT SYSTEMS INTERNATIONAL (MSI), Washington D.C. 2011
Financial Management
- Support project managers in budgetary analysis, management, and decisions
- MICRORATE, Washington D.C. 2011

Fund Analyst

- Responsible for financial and performance analysis for Microfinance Investment Vehicles

AMERICAN UNIVERSITY, Washington D.C.

2009 -- 2011

Faculty Research Assistant

- Responsible for research and data analysis for Social Science Research Laboratory as well as professors publication on globalization, conflict and peacebuilding.

HOPE INTERNATIONAL, Brazzaville, Republic of Congo (French)

Operations & Finance Expert

2010

- Responsible for optimizing microfinance institution's operations based on cost analysis

MIGUN ARABIA & K-WELLBEING, Riyadh, Kingdom of Saudi Arabia

2008 -- 2009

Managing Director

- Responsible for transforming the company from men-only to women-focused service center for health and beauty with imported products from South Korea. Managed complex cross-cultural staff from MENA region and complex male/female corporate dynamics in the Kingdom.

BANK OF AMERICA, Newport Beach, California

2004 -- 2007

Assistant Vice President, Premier Client Manager

- Responsible for managing a portfolio of \$115 million of high net-worth clients' assets providing comprehensive financial planning strategies.

SEMOLOGIC, INC., Los Angeles, California

2003 -- 2004

Business Development Director

- Responsible for managing a mid-size cross-cultural company between the USA, South Korea, and Japan in development of console games and in-game movies. Led business development and investment decisions with business planning and analysis.

EDUCATION

AMERICAN UNIVERSITY, School of International Service, Washington D.C.

MS in Development Management (concentration in Microfinance and Accounting), May 2011

UNIVERSITY OF CALIFORNIA, BERKELEY, Haas School of Business, Berkeley, California

Bachelor of Science in Business Administration, 2002

Also earned an Associate of Arts from Cerritos College in 2000 with highest honors.

RELEVANT CONSULTANCIES

Risk Management Graduation Model – Technical Guide, Risk Management Initiative (RIM) (2016)

- Co-author Technical Guide for Risk Management Graduation Model (RMGM) Assessment Process

Risk Management Workshop, LENS Jordan (2016)

- Led Risk Management workshop focused on Credit and Operational Risk for senior management of several microfinance institutions in Jordan

Mobile payment systems company strategy in the MENA market, confidential client in South Korea (2016)

- Technical Advisor and Business Strategist: regional market entry strategy and consultancy

Microfinance Formalizing Risk Management System, HOFOKAM Microfinance, Uganda (2015)

- Technical Advisor and Business Strategist: identify change management champion, assess level of risk management, develop strategy for implementation

Microfinance Formalizing Risk Management System, UNTU Microfinance, Zimbabwe (2015)

- Technical Advisor and Business Strategist: identify change management champion, assess level of risk management, develop strategy for implementation
- Trainer: Risk mapping, Risk Awareness Building with Branch Managers, Board Workshop with Governance and Risk Management, Financial Risk Management

Risk-Based Mobile Banking Product Development Training, UGAFODE in Uganda (2014)

- Team lead & trainer: training UGAFODE's savings product champions on mobile product development based on risk analysis
- Team lead: managing project mobilizing branchless savings mobilization (in partnership with Mobile Network Organizations and Community Based Organizations) to reach women and rural population
- Business advisor: provide guidance in developing marketing and promotional materials embedding financial education for the target market

Pilot of Risk Management Graduation Model (RIM Initiative), MFW in Jordan (2014)

- Technical lead: testing of technical feasibility and applicability of microfinance institution's assessment tool for level of risk management

Microfinance Formalizing Risk Management System, Al Amal Bank in Yemen (2014)

- Technical Advisor and Business Strategist: identify change management champion, assess level of risk management, develop strategy for implementation and staff training

Microfinance Risk Management Framework Development and Implementation, DBACD in Egypt (2013)

- Team lead: Managed project, identifying & managing change agents for transformation, provided technical assistance in development of strategy, framework, training materials and tools

Capacity Building Microfinance Industry, APEX and 27 MFIs in State of Kaduna, Nigeria (2014)

- Team lead and coach: Managed project and remote coaching provided to local consultants providing skills training and strategy workshops for APEX and MFIs

Capacity Building Microfinance Industry, APEX and 5 MFIs in Suriname (2013-2014)

- Trainer: Designed and delivered industry-wide workshops in enhancing capacity of microfinance institutions in several key topics
- Coach: Coached in-field consultants on working with microfinance executives to provide individualized guidance and training in their strategies and operations
- Team Lead: Managed project and donor relations

Microfinance Institution MIS transformation and Reporting System, MiCredito, in Nicaragua (2013)

- Technical Advisor & Trainer: MIS assessment, identify change agents for transformation project, develop an improved reporting system and train the staff

Bank Agent Network Development, Sogebank in Haiti (2013)

- Technical support: product design with alternative delivery channels and branchless banking

Microfinance Savings Readiness & Institutional Transformation Strategy, NUBL, Ltd. in Nepal (2012)

- Technical support: Institutional readiness and strategy

M-Paisa Electronic Payment System and Mentorship, Mutahid in Afghanistan (2012)

- Technical support: Assessment of the MIS system and capacity