

Julian E. Metcalf

San Francisco, CA
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EDUCATION

MPA International Management and Policy, *New York University* 2010

BA Geography, *San Francisco State University* 2006

PROFESSIONAL EXPERIENCE

Associate Analyst, *Moody's Investors Service, San Francisco, CA* 2010 - present

- Assessed the economic, financial and debt profiles of local governments in California.
- Analyzed financial reports, budgets, and capital improvement plans.
- Wrote and published over 60 research reports.
- Interviewed local government officials to assess management capacity and policies.
- Presented analysis and recommendations to committees of senior analysts and managing directors.
- Coordinated annual surveillance processes with nation-wide team.

Project Advisor, *Empire State Development Corporation – New York, NY* 2009 - 2010

- Promoted foreign direct investment and export programs in New York State.
- Managed four-person research team and produced economic trend reports.
- Oversaw research in renewable energy, biotechnology and nanotechnology sectors.
- Presented research and recommendations to senior government officials.
- Collaborated with team to develop agency-wide client relationship management system.

Project Associate, *NYU Wagner Capstone Consulting Project: World Institute for Leadership and Management in Africa*, New York, NY & Tanzania 2009 - 2010

- Assessed the feasibility of client's proposed development initiative.
- Managed client relationships and project milestones as the team's client liaison.
- Interviewed program staff, government and business officials in Tanzania.

Project Assistant, *GCA Strategies*, San Francisco, CA 2007 - 2008

- Coordinated relationship development between government and community organizations for real estate development projects.
- Researched the political background of local governments in California.
- Analyzed the economic affects of proposed legislation.
- Designed and implemented surveys to determine public opinion of client's projects.
- Analyzed multivariate data to develop recommendations for communication strategies.

Assistant Project Coordinator, *San Francisco State University*, San Francisco, CA 2004 - 2006

- Coordinated recruitment program in the San Francisco Bay Area.
 - Managed eight-person field team across six locations.
 - Developed outreach strategy and delivered presentations at public events.
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ASSOCIATIONS

- Entrepreneurship Learning and Development Initiative, board member
- Global Volunteer Council (Moody's), member
- NYU Wagner Bay Area Alumni Group, co-organizer