Camila Morsch

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EXPERIENCE

- Strategic planning and portfolio development
- Pipeline management and fund-raising
- Portfolio, project management, monitoring and reporting
- Risk Management
- Large-scale portfolio accountability (20 MIL GBP/ Year)
- Regional leadership Americas(10+years). Stakeholder management – networks gov, private and third sectors
- 6 years in the education sector (higher and basic education)
- Implementation of donor-funded projects and grant-making (managed the Newton Fund)

SKILLS

- Strategy development, business development, programme management, evaluation and reporting
- Cross functional team leadership
- Multicultural team player
- Leadership, communicating and influencing
- Stakeholder management
- Technical expert in gender equality, project development and management

BEHAVIOURS

- Creating shared purpose
- Making things happen
- Working together and connecting with others

LANGUAGES

- Spanish: Fluent
- English: Fluent
- Portuguese: Native

EDUCATION

- LLB Law – Santa Cruz, Brazil
- MA – Political Science- Marshal University, USA
- LLM – University of California Los Angeles
- PhD, Law, University of Canterbury, New Zealand

INTERESTS

- Giving my daughter the best childhood and education possible.
- Travel with family and friends
- Mexican and Brazilian culture, food, music and architecture
- Languages
- Social justice

PROFILE

+15 years of experience in the third and public international sectors. 10 years of experience in leadership, strategy and planning, programme implementation, business development, and fund-raising roles in the Americas region, including the Caribbean and USA and Canada. 6 years of experience in the education sector and leading portfolios that benefit thousands of teachers, millions of students and contribute to transformation of education systems in the region.

British Council

- April 2018- present. Director English Language, Education and Society, Americas. (CDMX, Mexico)
- Ago 2016 - Mar 2018. Acting Regional Director Education and Society. (São Paulo, Brazil)
- Feb 2016 - Jan 2018. Regional Head of Society, Americas. (São Paulo, Brazil)
- Oct 2014- feb 2016. Newton Fund Senior Manager. (São Paulo, Brazil)

At the British Council I have had a successful, fast-paced progression. I started as a senior manager for a British fund, the Newton Fund, operating in 15 different countries of the world. I was then responsible for grant-making with a total annual budget of 9 MIL GBP a year. I then moved to a regional portfolio-lead role, focussed on portfolio development, partnerships and impact in areas of social development and girls and women empowerment. I now lead three different portfolios in the Americas region, accountable for impact and financial reporting, with a total value of 20 million GBP+ annually and more than 100 staff (direct and dotted-line reporting) in 11 countries of the region.

ACHIEVEMENTS: Lead pursuit of 6 million GBP+ a year in direct cash contribution to programmes from governments and the private sector. YoY growth of 15%-25% on turnover since started in the director role; streamlined portfolio reducing fragmentation- from 56 projects to 7 region-wide, multi-country programmes. Recently successfully re-negotiated contract with government of Uruguay of total amount of 18 million GBP over 7 years; rolled out British Council global change programme and successfully supported a process of transformation, including digital, as part of executive Americas team. Led the design of a totally different operating model for three portfolios, impacting 13 different countries and delivering 30% efficiencies.

Ethos Institute

- Jan 2011- October 2013. Advisor to the president. (São Paulo, Brazil)

Executive assistant to the president of Ethos Institute, the largest corporate social responsibility think tank in Brazil, supported by large companies, like Natura and Co, Shell and Walmart. At Ethos, I was responsible for institutional strategic planning, institutional representation and portfolio performance and reporting. Strategic planning included designing and implementing the think tank fund-raising strategy, of which main pipeline was made of small businesses associated to the organisation and major company donors, with an operating annual budget of USD 8 million a year.

ACHIEVEMENTS: Surpassed the annual partnership and fund-raising target; led and developed think tank new performance monitoring systems, which included KPIs, means of verification, communications strategy and staff training and engagement.

Other relevant experience

- 2013 - 2015 – Professional Women Network (PWN)- São Paulo, Board Member.
- 2013 - 2014 – UN Women, Brazil- member of the Civil Society Advisory Board
- 2006 - 2009 – African American Policy Forum, Columbia University, NYC, Associate Director
- 2006 - 2007 – Latin American Institute at UCLA- part-time Researcher