

CAREN NICOLE STUTZ

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PROFILE

Accomplished Communications and Media professional with international project management experience in Europe, South and Central America, Africa, The Caribbean, Middle East, and Asia. Have interviewed and negotiated partnerships with C-Level Executives, Presidents, Heads of State, and Ministers from the energy, financial, technology, tourism, education, health, infrastructure, wine, transportation, mining and aerospace sectors. Fluent in Spanish.

KEY EXPERTISE

- Publishing
- Advertising and Sponsorship Sales
- Production
- International Business Development
- Writing/proposals
- Editing
- Digital
- Budgets
- Project Management
- Strategic communications and planning
- Multi-tasking
- Self-starter
- Marketing

PROFESSIONAL EXPERIENCE

COUNTRY STRATEGIC

Global Affairs and Project Director and Recruitment

**Washington D.C.
October 2014-present**

- Propose to Ambassadors, special sections on their country to be published in Foreign Affairs magazine. Clients include, Tunisia, Vietnam, Democratic Republic of Congo, Mozambique, Djibouti, Ecuador, Gabon, Sri Lanka, Botswana, Mauritania, and Cuba.
- Secure interviews with top government leaders and coordinate team activities in country.
- Liaison between Country Strategic and Foreign Affairs Magazine.
- Direct worldwide recruitment for journalists and project directors.

ASAP WORLDWIDE; ECONOMY SURVEY; WASHINGTON TIMES
International Projects Director

**Madrid, Spain
March 2001-August 2014**

Press agencies specializing in the production of country sections in various media.

Media Clients: Foreign Affairs Magazine ~ New York Times ~ Fortune ~ Forbes ~ The Los Angeles Times ~ Miami Herald ~ American Way ~ Smart Money ~ Newsweek ~ China Daily ~ Shanghai Times ~ The Washington Times ~ El Pais ~ El Mundo

International Clients: Telefonica, Iberia, Universitat Politècnica de Catalunya, KPMG, Dominican Republic Investment Board, Invest Trinidad and Tobago, Ministry of Energy Trinidad and Tobago, Hyatt Hotels, Accenture, Ministry of Tourism-Portugal, Qatar Financial Center, Lan Chile, American

Chamber of Commerce-Chile, Nike, Wines of Chile, Bermuda Business Association, Bank of Bahamas, Bank of Chile, Cyber Park of Santo Domingo, Petrobras, Gazprom

- Interviewed and negotiated with C-level CEO's, Presidents, Ministers and Heads of State which resulted in \$5 Million USD in combined content and corporate sponsorship revenue.
- Managed existing partnerships with past and current sponsors.
- Coordinated the writing, design, layout, and production of sections.
- Directed multi-cultural team of journalists and project managers.

ALEGRE SCHOOL OF LANGUAGE AND TOURISM
Marketing Director/ English Teacher

Madrid, Spain
Sept 1997 – March 2001

- Sold and taught English classes to children, business executives and hospitality services (translators, hosts) to Spanish and foreign companies coming to Madrid for conventions.
- Increased revenues by 200% in two years.

OGILVY & MATHER ADVERTISING (WPP Group)
Media Planner

Chicago, Illinois
June 1996 – Aug 1997

- Planned best combination of media to get across targeted audience using traditional media for Breyers Ice Cream, Klondike Bar, Sears Tires.
- Researched target audience, television viewing, reading habits and lifestyles
- Built strong relationships with local and national media, creative teams, researchers and others members of the advertising team.
- Worked with media buyer to discuss on cost and book advertising space.

EDUCATION

JOHNS HOPKINS SCHOOL OF ADVANCED INTERNATIONAL STUDIES (SAIS)-2015
Masters of International Public Policy
Concentration in Latin American Studies

UNIVERSITY OF WISCONSIN-MADISON-1996
Bachelor of Business Administration; Marketing Major
Certificate of International Business Studies
Semester Abroad, Seville, Spain