

MARIAME MCINTOSH ROBINSON

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Experience

2/16-present	FIRST GLOBAL BANK (<i>subsidiary of global conglomerate, GraceKennedy Ltd.</i>) President & CEO <ul style="list-style-type: none">• Led transformation of First Global Bank with profit before tax CAGR of 37% from 2016-2019 and a customer Net Promoter Score of 50% by 2019, from a low of 19% in earlier years.• Achieved market leadership in Financial Inclusion by tripling the Bank's retail footprint via agency banking, and banking the under-banked via simplified processes and products.• Received 'Best Innovation in Retail Banking, Jamaica' in 2018 & 2019 from International Banker. Board member & Executive Committee member <ul style="list-style-type: none">• Board member of subsidiaries – First Global Bank (<i>2014 – present</i>); GK Capital Board & Chair, Credit & Investment Committee (<i>2016 – present</i>)• Executive Committee, GraceKennedy Ltd. (<i>2016 – present</i>)• Training: certified in Agile Leadership; Harvard Business School Executive Education: 'Preparing to be a Corporate Director' course	JAMAICA
2/09- 1/16	PORTLAND PRIVATE EQUITY (<i>Caribbean PE Fund, \$425M AUM</i>) Partner <ul style="list-style-type: none">• Partner, Fund II (2014-2016); Senior Vice President, Fund I (2009-2014).• Responsible for leading due diligence process and portfolio monitoring for closed transactions, with a net IRR of 19% for Fund I.• Analyzed over 60 transactions with closed deals in food, energy and hospitality sectors.• Led a portion of fundraising for Fund II, securing commitments for 40% of funds raised from first-time Limited Partners.• Member – Investment Committee (Fund II).	BARBADOS & NEW YORK
8/04 –1/09	BAIN & COMPANY Manager Advised CEOs and senior leadership teams of Fortune 500 companies on growth strategy with a focus on telecommunications sector. Representative projects include: <ul style="list-style-type: none">• Growth strategy and implementation project, Global Telco; \$1B NPV savings achieved.• US growth strategy, Global Brewer; \$100M+ incremental profit identified.• Growth strategy for Healthcare Provider; \$200M in NPV savings achieved by not pursuing J/V. <i>Extra-curricular</i> <ul style="list-style-type: none">• Advanced through two promotion milestones to become the first black female manager in Bain's New York office.• Led: New Consultant Training (2008); firm-wide Diversity programs (2006-2008); United Way Campaign.	NEW YORK, NY
Summer 2003	GOLDMAN, SACHS & COMPANY Summer Associate Analyzed M&A opportunities for clients in healthcare, media and consumer/retail sectors.	NEW YORK, NY
9/00 – 7/02	MCKINSEY & COMPANY Associate Managed work streams and client teams on strategy and implementation projects in industrials, telecom and non-profit sectors. Representative projects include: <ul style="list-style-type: none">• Pricing strategy, Tire manufacturer; \$60M of incremental EBIT within first year.• Operations strategy and pilot implementations, Telco call center; sales force efficiency improvement of ~50%.	ATLANTA, GA

- Privatization proposal for independent school management company; client awarded 20 schools to manage in Philadelphia.

9/96 – 7/98 **INTEGRAL, INC.** (*Innovation management consulting firm*) **CAMBRIDGE, MA**
Business Analyst
 Executed projects in innovation process redesign with manufacturing clients. Managed client teams.

Education

8/02 – 6/04 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**
 Master in Business Administration *with Second Year Honors*.
Co-recipient of the Dean's Award at graduation for outstanding leadership on campus.

9/98 – 6/00 **OXFORD UNIVERSITY** **OXFORD, U.K.**
Rhodes Scholar. Master of Philosophy degree in Economics. Thesis concentration: international finance.
 • Obtained \$60,000 of seed funding from Rhodes Trustees to launch educational non-profit organization, TEACH Caribbean.

8/92 – 6/96 **MASSACHUSETTS INSTITUTE OF TECHNOLOGY** **CAMBRIDGE, MA**
 Bachelor of Science degree in Electrical Engineering and Minor in Economics.
 • Selected for Sponsorship for Educational Opportunity (SEO) Management Consulting program.
 • Delta Sigma Theta, Xi Tau chapter – Vice President, Programs

Other

- Board member, Key Insurance Company Ltd. [JMSE: KEY]; Chair, Loans & Investments Committee
- Vice-President, Jamaica Banker's Association
- Board of Trustees - United Way Worldwide; Chair, Membership Accountability Committee
- National Secretary Elect (January 2022), Rhodes Scholarships in Jamaica
- World Economic Forum – Young Global Leader (2014); attended Davos Annual Meeting, 2019
- Private Sector Organization of Jamaica – Vice President
- Member – International Women's Forum (IWF); Young President Organization (YPO)

Personal

- U.S. citizen. Proficient in Spanish. Interests include: educational development, Pilates, travel.