

Lily Alvarado

Greenfield, WI

EXPERIENCE

The Wisconsin Women's Business Initiative Corporation (WWBIC) Milwaukee, WI

Senior Bilingual Small Business Consultant (Statewide)

2014 – Present

- Responsible for assessing client needs and providing direct business advice and guidance via one-on-one consultation or small group counseling to new and existing loan clients.
- Secured and lead the Small Business Network of the Americas (SBNA) grant which was for a learning exchange between WWBIC and FUMEC.
- Facilitate in-person, or virtual workshops like "Budgeting 101", "Thinking of Starting a Business" and "Marketing Basics" to Spanish speaking business owners.
- Develops, maintains, and expands local and regional partnerships, collaborations, and contract opportunities to meet or exceed program area goals and outcomes.
- Represents and speaks on behalf of WWBIC at community and professional functions, expos, collaborations, conferences, meetings.
- Perform comprehensive review of business plan, marketing and financial goals for current small business owners.
- Create, develop, coordinate and implement specific and ongoing outreach efforts to assist with overall business development opportunities, educational opportunities and loan opportunities for target population of business owners.

Bilingual Outreach Specialist

2014 – 2014

- Implemented a full schedule of classes in Spanish for the Latino community in Milwaukee.
- Coach Hispanic clients on various aspects of their business like hiring employees, marketing and technology
- Represent WWBIC at local, regional, statewide functions, meetings, conferences.
- Perform duties necessary to be a key representative advocate for business owners and employers in the community.

TJ Hale Company

Menomonee Falls, WI

Buyer

2006-2013

- Developed and implemented Purchasing Score Card to evaluate performance which increased "Out The Door" to 90% and reduced Quality Assurance rejects to 10%.
- Negotiated and mediated with multiple stakeholders to implement programs and exceed goals.
- Successful project management and quality assurance analysis abilities.

Lily Alvarado

(414) 791-8617

Greenfield, WI

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EDUCATION

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|--------------------------------------|---------------|-------------|
| UW-Milwaukee | Milwaukee, WI | 2015 |
| Latino Non-Profit Leadership Program | | |
| Alverno College | Milwaukee, WI | 2010 |

AWARDS

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|--|---------------|-------------|
| Small Business Administration | Milwaukee, WI | 2016 |
| Women in Business Champion of the year | | |

VOLUNTEER WORK

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- **Inner Beauty Center-** clothing intake specialist
 - **Oak Creek Assembly of God-** monthly food prep, translation of church services to Spanish speaking audience