

Alexandra Menke

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Expertise

Investment Banker, M&A, Technology, Sales Operations, Risk Management, Regulatory, Strategy, Governance, ESG, AI, Cybersecurity, Capital Raising

Board Service

- *SmartBlocks*
- *Ecosystem Restoration Standard*
- *Lengea Law*

Employment History

Google (2018-2023):

- *Global Head of Sales Strategy & Operations*
- *Head of Sales Finance*

Credit Suisse (2016-2018):

- *Director, Credit Risk (Prime Brokerage)*

American Express (2012-2016):

- *Director, Enterprise Risk Management*

CRT Capital (2011-2012):

- *Vice President, Investment Banking*

Royal Bank of Scotland (2005-2012):

- *Associate (Investment Banking)*

Alexandra Menke is a Global Business Executive with more than two decades in senior leadership roles at Fortune 500 companies with up to \$300B in revenue. She worked in 8 countries on 3 continents, speaks 5 languages, and has acquired a unique and broad mix of deep expertise in Investment Banking, M&A, Technology, Sales Operations, Risk Management, Regulatory, Strategy, Governance, AI, Cybersecurity, and ESG.

Alexandra helped Google increase its Cloud revenue by 440% to \$27bn while serving as the Global Head of Sales Strategy and Head of Sales Finance across 3 continents (US, EMEA, LATAM, Asia). She closed \$1bn+ deals with customers, designed and implemented a compensation plan for 5,000 sales professionals, improved profit margins on large deals by 2,000 bps, and created a regional P&L.

With more than a decade in executive roles on Wall Street, she is a sought-after expert in investment banking, risk management, regulations, and governance in the global financial services industry. She led \$1bn+ M&A cross-border transactions, designed and implemented the first risk appetite framework for the Board of Directors at American Express, and created robust risk management practices and corporate governance across multiple Fortune 500 companies.

Alexandra has 10 years of experience in investment banking, including M&A, leveraged finance, and capital raising (IPO and debt offerings). She worked closely with core regulatory bodies in the US and Europe, including the SEC, Federal Reserve Bank, and FDIC. She managed the Board of Directors and Enterprise Risk Management Committee at American Express, including preparing board materials and driving consensus.

Alexandra serves on three paid private boards in Paris, California and New York and has a proven track record as a valuable board member. She completed the Ellig Group Board Academy Bootcamp and is an active member and contributor to several board organizations such as EWOB (Extraordinary Women on Boards), European Women on Boards, etc.

Alexandra has two Executive MBAs from Columbia Business School and London Business School with a focus on Finance. She is fluent in English, German, Spanish, and French and lived in NYC, London, Milan, Dubai, Buenos Aires, and Québec.

Personally, she enjoys golf, tennis, skiing, and traveling (110 countries).