

SARAH LEDDY, PMP

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SUMMARY

Senior international leader with 20 years of experience at the intersection of operations, project design and management, and policy. Generated \$600M+ in contract awards while overseeing delivery of complex programs across 12 countries. Career built on interwoven strengths: Policy analysis and advisory work in change management; business development leadership from market intelligence through contract close; and end-to-end program delivery in high-stakes environments. Grounded in empirical research at SAIS, the CSIS Economics Program, and the U.S. Department of State. Held U.S. Top Secret and Secret clearances in three roles. Candidate for Oxford's master's in Practical Ethics, focused on AI governance, economic disruption, and the impacts of technology.

PROFESSIONAL EXPERIENCE

Founder and Principal, Tipping Point Solutions, Vermont/Global 2014-present

- Delivered on contracts with private sector clients including Gardener's Supply, Jogbra, and private philanthropists under time-and-materials and fixed-price structures.
- Deliverables include 350.org's strategic plan for divestment and successful lobbying strategy for Vermont safe passage law for cyclists.
- Led executive team of Sustainable Recycling Solutions, a California firm up-cycling plastic.

Senior Practice Lead, Tetra Tech, Vermont/Global 7/2008–6/2013 and 2/2015–6/2025

Tetra Tech Inc. (NYSE: TTEK) is a Fortune 1000 global engineering and consulting firm with 550 offices. Senior proposal writer and practice lead across governance and institutional strengthening. Promoted over 15 years in HQ and field-based leadership roles.

Policy Advising & Technical Leadership

- Designed and oversaw change management processes using tailored proprietary and open-source tools to improve service delivery in 200+ public institutions, nonprofits, and SMEs. Built customers' internal systems and capacity to monitor, evaluate, and recalibrate change adoption.
- Advised senior officials on fiscal policy, institutional reform, and climate-aware planning, with my recommendations resulting in >\$150M in multi-year programs across four countries.
- Held Director roles for \$5M-\$22M projects in Haiti, Mali, and Morocco, serving as the client-facing principal with full country-level authority over operations and performance.
- Select KPIs include: Asset management platform that improved 10 Bosnian municipalities' revenue; increased land ownership by Ivoirian women by gaining acceptance of new forms of titling; FDI by increased by 120% for women entrepreneurs across 3 supply chains in Albania.

Program Delivery & Financial Oversight

- Directed 14 multi-year programs across 12 countries (budgets up to \$57M), managing distributed teams of 170 people and 60+ vendors with 100% audit compliance.
- Following the 2025 closure of USAID, managed the wind-down of a \$160M multi-country portfolio, negotiating contract terminations with staff, vendors, landlords, and U.S. government.
- Led ERP transition to Salesforce and Oracle for my project portfolio (part of a \$200M/year unit, 60+ projects, 30+ countries), reducing processing time by a third.
- Served 4 years on the Compliance Committee, overseeing investigations, audits, and mitigations.

Business Development & Capture

- Generated \$600M+ in awards across 40+ competitive bids. Consistently ranked in the top three by value and award number with USAID, Tetra Tech's largest client. Delivered polished, compliant submissions valued up to \$71M single award and \$600M IDIQ.

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- Led pursuits across a range of federal acquisition vehicles—IDIQs, task orders, single-award contracts, Broad Agency Announcements (BAAs), and cooperative agreements.
- Negotiated 120 partnership agreements including joint ventures, prime/sub structures, and teaming agreements, balancing compliance, delivery feasibility, and margin optimization.

Executive Fellow, FUSE, California

3/2013-6/2014

Trained in Silicon Valley and placed with Mayor Johnson of Sacramento to invigorate the region's development and sustainability strategy.

- Provided leadership on three nationwide committees (innovation, waste, food) as the city's representative to the White House Climate Change Task Force and U.S. Conference of Mayors.
- Drove a public/private coalition through a logistically and financially complex change to divert 100 tons/day of waste to a locally patented innovation, a fuel-producing anaerobic digester.

Program Manager, Clinton Foundation (CHAI), Trinidad and Tobago

7/2007-7/2008

As CHAI's first manager to reside in the Caribbean, decentralized HIV/AIDS services from one site to five, including the Caribbean's first maternal and pediatric treatment site. Recruited permanent medical staff and authored the national treatment and care policy.

Program Officer, Millennium Challenge Corporation, Washington, D.C.

7/2005-7/2007

Authored the first Investment Memorandum due diligence guidelines for the Cabinet-level Board of Directors, a foundational artifact for the nascent multi-billion-dollar investment fund. Co-designed a \$500M industrial investment with Senegal's PM. Led 50+ Congressionally mandated consultations.

Economic Analyst, Center for Strategic and International Studies, Washington, D.C.

2003-4

Conducted empirical research and analysis for senior U.S. government and policy-making audiences.

Economic Analyst, United States Embassy in Rwanda, Kigali, Rwanda

5-8/2003

Conducted sector-based research and analysis for the Ambassador and senior Washington officials.

Assistant Economist, Skadden Arps Slate Meagher & Flom, NY, NY/Brussels

6/1999-8/2001

Produced quantitative analyses for DOJ, FTC, and EU DG COMP on multi-billion-dollar M&As.

EDUCATION

M.A., Economics, Johns Hopkins University School for Advanced Int'l Studies, Italy/USA

B.A., English literature (minors in economics, political science), McGill University, Canada

M.St., Practical Ethics, Uehiro Oxford Institute, University of Oxford, UK (candidate)

SKILLS

- **Project management:** Certified PMP by Project Management Institute, July 2026.
- **Languages:** English, French, Haitian Creole, Italian.
- **Writing:** Author of analysis, policy reports, and proposals for proprietary and public audiences.
- **Facilitation:** Led 50+ workshops. Trained at Stanford d.school and Aspen Institute.
- **Tools:** SAM, GovTribe, MS Project, Salesforce, Oracle, SharePoint, Claude/ChatGPT.
- **Multi-cultural leader** with professional experience in 30+ countries on five continents.