I've been doing this for 12 years now.

I've won awards, raised VC money, launched products, built content hubs and developed TV commercials.

I published a book on strategy and write a newsletter read on every continent.

I've guest taught, lectured or spoken in schools, bootcamps and podcasts. There's a lot I'm not good at, but strategy work is what I've spent the majority of my adult life practicing.



I went freelance in the beginning of this year. My work has primarily been with agencies or directly with clients looking for help overseeing an agency's progress and ideas. I play well with Creative, which has always been an advantage, but my focus is on the things up front that move the needle down the line.

PROJECTS

Category audit Product positioning Behavior change research Agency process consulting Campaign strategy oversight Team education course design Campaign communications strategy Creative Brief development & delivery

INDEPENDENT PUBLISHING



CLIENTS

Nike

poppi

eharmony

Odd Company

Vice/Virtue

Day One Agency

Motion Sickness

Strat_Scraps Newsletter

Read on 6 of 7 continents by some 5,000+ individuals within and outside the ad industry.

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most important advice. thinking, frameworks and inspiration collected into one place. Available in print or free online.

The Strategy Scrapbook

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Creatives on Strategists

An ongoing survey and interview research project into what Industry Creatives think about Strategy. Our role, what we need to do better, stop entirely or simply think about more often

2022-2023

2020-2021

2016-2020

2014-2016

2012-2014



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FORMER FULL TIME ROLES

Sid Lee | Strategy Director Analog Folk | Strategy Director Virtue | Associate Director Day One Agency | Lead Strategist YouEve | Head of Research

- HEATHER MCTAVISH, ECD, VIRTUE