

Influential Women Recognizes Alexandra Colquhoun: Head Of Sales, Americas, Risk & Compliance at Dow Jones

GREENVILLE, SC, UNITED STATES, September 1, 2026 /EINPresswire.com/ -- Combining More Than 15 Years of Financial Crime and Regulatory Technology Experience With a Commitment to Innovation, Curiosity, and Empowering Women in Business

Alexandra Colquhoun: Leading With Curiosity, Resilience, and Purpose
Greenville, South Carolina — Alexandra Colquhoun, CAMS, is an accomplished sales leader in the regulatory compliance industry with more than 15 years of experience spanning financial crime, regulatory technology, data, and strategic sales leadership.

As Head of Sales for the Americas for Risk & Compliance at Dow Jones, Alexandra leads high-performing teams focused on helping organizations navigate increasingly complex global compliance, sanctions, and due diligence challenges. She works at the intersection of technology, and information, helping financial institutions and corporate compliance teams translate complex challenges into practical, actionable strategies.

Known for building trusted relationships, developing high-performing teams, and delivering solutions that address evolving business needs, Alexandra has built her career around understanding where the industry is headed and helping organizations prepare for what comes next.

As the first woman to serve as Head of Sales for the Americas for Dow Jones Risk & Compliance, she has also become a passionate advocate for leadership development, mentorship, and empowering women in business. Her leadership philosophy combines commercial performance



with curiosity, resilience, authenticity, and a commitment to helping others recognize their own potential.

A Career Built on Data, Technology, and Growth

Alexandra earned a dual Bachelor of Science degree in Marketing and International Business from Wagner College. Before joining Dow Jones, she held roles with Alacra, Inc. and Thomson Reuters, consistently exceeding performance goals while managing complex enterprise accounts and supporting global financial institutions.

As a Certified Anti-Money Laundering Specialist, Alexandra has developed a deep understanding of the regulatory environment and the challenges organizations face when managing financial crime and regulatory requirements.

Over the course of her career, she has also witnessed the rapid evolution of technology and its impact on multinational businesses. Today, she remains focused on helping organizations understand how data, artificial intelligence, and technology can be leveraged to address emerging challenges while preparing professionals for an increasingly automated future.

Turning Challenges Into Momentum

Alexandra attributes much of her success to maintaining a strong and determined mindset, one that allows her not only to persevere through challenges but to use them as opportunities for growth and momentum.

She has always been driven to succeed, and when obstacles arise in her career or personal life, she views them as opportunities to learn, adapt, and evolve rather than setbacks.

That perspective has been particularly important throughout her career in high-pressure sales. Alexandra understands that high performance comes with significant demands and that burnout can become a very real risk when professionals continually prioritize performance without taking care of themselves.

Early in her career, she discovered yoga during a period when stress was beginning to manifest physically. The practice taught her lessons that have remained important throughout her professional journey: how to breathe through difficulty, how to balance effort with ease, and how to honor where she is physically and mentally in any given moment.

Those lessons continue to influence the way Alexandra approaches leadership, performance, and life.

As a mother of three and the leader of a large specialty sales team, she has come to understand a fundamental principle: she has to be at the top of her game mentally and physically to effectively show up for her family, her company, and her team.

That mindset has become central to how she leads and sustains herself through the demands of work and life.

Lessons From a Trailblazing Mother

Some of the most influential career advice Alexandra ever received came from her mother, who worked as a trader on Wall Street in the 1980s, when the industry was deeply male-dominated.

From an early age, Alexandra's mother taught her and her sisters never to view gender as a limitation. Instead, she encouraged them to see themselves as leaders and to remain focused on building their own careers rather than relying on external validation or dependency.

Her mother also provided Alexandra with practical lessons about personal finance and building equity. One of her earliest lessons was simple: the moment someone has access to a 401(k), they should start contributing, early and consistently.

Her mother's perspective on financial markets also gave Alexandra a framework she has applied to career strategy. The principle of buying low and selling high, for example, can extend beyond financial markets and into professional decision-making.

Alexandra believes professionals should avoid making major career decisions from a place of depletion or uncertainty. Instead, they are often in their strongest position when their professional equity is high; when they are performing well, adding value, and operating from a place of confidence.

That is when professionals are best positioned to negotiate, explore new opportunities, or advocate for what they need.

Another mentor gave Alexandra advice that has remained equally influential: leadership is a long game.

For Alexandra, that means having clarity about what truly matters, maintaining the discipline to prioritize those things, and being willing to let go of less important battles in service of larger goals.

Effective leadership, she believes, is not about winning every moment. It is about being consistent and intentional with where energy is invested.

Encouraging Women to Be Curious, Courageous, and Willing to Fail

Alexandra's advice to young women entering her industry centers on three principles: remember that people are just people, do not be afraid to make mistakes and stay intellectually curious.

She encourages women to remember that the leaders they encounter, even those who may be decades older or significantly more senior, are still people with fears, insecurities, and moments

of self-doubt.

Feelings of intimidation or inferiority may arise, but Alexandra's message is simple, acknowledge those feelings and show up anyway.

She also encourages women not to be afraid to ask questions. What may initially feel like a "stupid question" is often simply curiosity, and she believes curiosity is one of the most valuable qualities a professional can bring to any industry.

Thoughtful questions about customers, industries, emerging technologies, or changing market conditions do not diminish credibility. Instead, they can strengthen it by demonstrating a genuine desire to understand.

Mistakes Are Part of Mastery

Alexandra's second piece of advice is to expect mistakes.

She has made plenty throughout her career and across every stage of professional growth. Rather than viewing mistakes as evidence of failure, she sees them as an essential part of developing mastery.

Alexandra and her husband, a former professional basketball player, often discuss leadership through the lens of coaching and athletic performance. His favorite player is Michael Jordan, and for Alexandra, the lesson is not simply about talent. It is about volume. Michael was the best player in the league because he took the most shots. He also missed the most shots.

Mastery requires people to take shots, miss shots, learn, adjust, and try again.

She often tells her children that it is okay to "fail" because it means they are trying. Persistence, she believes, is ultimately what leads to growth.

Failure is not something to avoid. It is data. It is feedback. It is part of becoming great.

Curiosity as a Competitive Advantage

Finally, Alexandra encourages young women to stay intellectually curious.

In a rapidly changing industry, curiosity keeps professionals learning, relevant, and open to new ideas, technologies, and ways of thinking. Over time, she believes, curiosity becomes one of the greatest competitive advantages a professional can develop.

Navigating AI While Embracing the Opportunity

One of the biggest challenges in Alexandra's field today is the rapid technological shift surrounding artificial intelligence and automation.

She recognizes the legitimate concerns professionals have about job security and whether technology could eventually replace certain roles or make some products and services less necessary.

However, Alexandra also sees this technological evolution as a tremendous opportunity.

She encourages her associates, employees, and summer interns to leverage AI as much as possible in their day-to-day work. The goal is not simply to use the technology, but to understand how it can create efficiencies and position professionals for success regardless of how the industry evolves.

Alexandra believes AI technologies will continue to require people to train them, monitor them, guide them, and quality-check their outputs for the foreseeable future. Professionals who take the time to understand these solutions can position themselves to contribute meaningfully to that process.

Leading With Balance, Self-Awareness, and Growth

The values that guide Alexandra most in both her professional and personal life center on balance, persistence, and a growth mindset.

In high-performance sales organizations, she has learned that burnout is a very real risk. Because of that, Alexandra has become intentional about regularly checking in with herself and identifying what truly requires her attention each day.

One practice she relies on is narrowing her to-do list down to three priorities. Those priorities are not always strictly business-related. Some days, they may include going for a walk or blocking time to think strategically about an important issue.

Those simple actions create the space she needs to show up more effectively everywhere else.

As a mother of three, Alexandra carries the responsibility of being present for her family. As a leader, she carries the responsibility of being present for her team, supporting them through challenges, decisions, and growth.

As her circle of responsibility has expanded, she has come to recognize that her responsibility to herself has expanded as well.

A Leadership Philosophy for the Future

Alexandra's career reflects a belief that sustainable success requires more than ambition.

Her approach is grounded in a willingness to learn, the courage to take risks, and the persistence to keep moving forward when things do not go according to plan.

After more than 15 years in risk, compliance, technology, and sales leadership, Alexandra Colquhoun continues to build on her experience while helping organizations respond to an increasingly complex regulatory and technological environment.

But her impact continues to grow beyond business performance. Through her leadership and mentorship, she encourages professionals, particularly women, to recognize their value, remain curious, take risks, learn from mistakes, and create their own opportunities for lasting impact.

For Alexandra, the path forward is ultimately about continuing to take the next shot.

Learn More about Alexandra Colquhoun:

Through her Influential Women profile, <https://influentialwomen.com/connect/alexandra-colquhoun>

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