

Jon D. Thiele
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Qualifications

A development professional with over 20 years' experience as manager and technical expert on multi-faceted development programs in over twenty countries and from HQ. Combines extensive management experience, knowledge of regulations and compliance, and skills in economic development, gender, and capacity building. Having led teams as large as 72, he has broad experience in building teams in complex environments.

Having designed and led many programs, notable recent work includes the design and implementation of anti-poverty programs in eight post-conflict countries through which over 120,000 women have achieved and sustain strong improvements in income and assets through improved agribusiness and workforce participation.

Lead role in winning proposals for a range of funders with particular strength in analysis (both desk review of the client's interests and field assessments), program concept, project design, and the technical elements of the proposal itself. Donor experience includes USAID, the US State Department, Danida, the EU, DFID, and several private foundations.

Experience

Chief of Party, IntraHealth, Tajikistan

April, 2016, to present

- Launch Feed the Future MCHN and food security project
- 30,000 households and two dozen health care facilities served by 50 staff out of two offices
- Two international partners, \$13 mln budget, five years
- Grant making, community engagement, policy advice, building data/evidence based decision making processes

Senior Specialist- Economic Development, Global Communities

August to December, 2015

- Design and write proposals for new business
- Provide technical support to field teams
- Development economic development strategy and gender strategy

Chief of Party, CARE, Bangladesh

February to August, 2015

- Closing out the largest Food for Peace project in the world
- Extensive compliance & managerial challenges with 16 major partners and 350 staff
- Reduced country office banking costs by over \$140,000 year
- Leading the design of the winning \$110 million follow on proposal

International Development Assistance Consulting

April, 2013, to present

- Economic recovery needs assessment-- Led a large multi-national team of EU, World Bank, UN, and government experts in a conflict area needs assessment in eastern Ukraine to quantify

the crisis & the impact of conflict and to formulate programming recommendations for immediate and near-term economic recovery for the three organizations.

- Financial management of cooperatives-- Technical assistance and training in Angola for nine agribusinesses focusing on financial statements.
- Loan program design and launch-- Training and loan policy development for an anti-poverty credit program in Malawi.
- Operations & management training-- Advised on systems and processes to work with USAID.
- Program design and proposal writing for M&E, SME and workforce development, Human & Institutional Capacity Building, organizational development, and higher education

Senior Manager-- Economic Development, Women for Women International, Washington
March, 2008, to March, 2013

Director of an extensive program to raise the incomes of very poor women in eight countries via improved farming methods, small scale processing, business groups, and cooperatives. Reaching over 30,000 women adversely effected by war in eight countries each year, the program includes year-long training, over 20 pilot programs, and three social enterprises.

- Tripled the size of the program, wrote all proposals to fund the growth.
- Completed analyses of market opportunities and field office capacity, the business environment, and the skills & interests of the women.
- Wrote a comprehensive multi-faceted economic development program for each country.
- Hired and trained dozens of new staff, created training materials.
- Mentored field teams, HQ program staff, and implementation plans and budgets.

Chief of Party, ARD, Bosnia
July, 2006, to September, 2007

Leadership of a large agribusiness program funded by USAID targeting three sectors and building market linkages.

- Delivered practical, firm level business development assistance with significant regional trade activities and implementation of EU standards in agri-processing.
- Oversight of a grant making program, 50 grants.
- Managed operations in four field offices, a dozen local subcontractors, 36 staff, and an annual budget of four million.

Chief of Party, America's Development Foundation, Serbia
September, 2005, to July, 2006

Leadership of a troubled program funded by USAID, part of the largest community development program in the world and focused on economic development and decentralization.

- Rebuilt a very large grant program.
- Guided the team through a recovery from a difficult IG investigation and forensic audit.
- Managed daily operations of five expats, 65 staff, and an annual budget of six million.

Chief of Party and Economic Development Policy Advisor, Padco, Bosnia
April, 2004, - September, 2005

Leadership of a local government support program funded by USAID which helped ten municipalities in budget & finance reform, improved organizational efficiency, and changed economic policy.

- Provided technical assistance to local government officials and community stakeholder teams and designed & delivered seminars & workshops to help the municipalities

- produce strategic plans for economic development.
- Very successful. Eight of the ten municipalities incorporated this planning process into their local government regulations.
- Managed field teams, five project offices, two expats, 15 staff, three subcontractors, and a small grant program.

Grants Advisor, East West Management Institute, Cambodia
November, 2003, - March, 2004

- Designed new, aggressive grant making program to complement a very large human rights and rule of law project with a grant budget of four million dollars.
- Prepared processes & trained personnel to write RFPs, review grant applications, and implement an objective approval process and maintain a diligent grant management and reporting process.
- Established the project's Admin & Finance procedures and policies.

Regional Director, Eurasia Foundation, Central Asia
August, 2001, - August, 2003

Chief of Party role for a large-scale grant-making program funded by USAID to support NGOs across civil society categories and smaller rural communities in coordination with European and international donors.

- Managed three country offices with over twenty employees.
- Reviewed over 300 grant applications and approved 60 each year valued from \$3,000 to \$200,000.
- Significant & successful fund raising responsibility.

Chief of Party, Worldwide Strategies, Inc., Ukraine
July, 2000, - July, 2001

Director of an economic and community development project funded by the US Department of Labor in workforce development.

- Start-up, hired & trained 10 staff, opened regional offices, and wrote annual plan.
- Launched community development through economic renewal program to provide services to dislocated workers and their families at Chernobyl and in coal mining towns

Regional Economic Development Advisor, CARE International, Southern Caucasus
August, 1999, - July, 2000

- Direct oversight and guidance for all bank operations as a member of the board of directors and directed the field staff in loan monitoring and collection efforts as project manager for an agricultural lending program with over \$1.2 million in assets.
- Acted as CARE's regional expert on economic development activities in the Caucasus.
- Designed and wrote successful proposals for credit union development and employment generation among internally displaced persons and refugees.

Chief of Party, Land O'Lakes-- International Division; Ukraine, Poland, and Hungary
November, 1996, - August, 1999

Director of a three year agribusiness and trade development project which offered a comprehensive set of integrated programs to deliver association support, capacity building of consultants, training workshops, bank training, and regional trade promotion activities.

- Start-up, hired & trained 14 FSN and 2 expat staff, opened new offices, and wrote

- organization's plan and procedures.
- Staged annual trade fairs and training sessions in three countries, administered PL480 monetization.
- Led USAID's strategic planning team for western Ukraine which wrote the first significant revision to the Mission's country-wide strategy.
- Secured 21% increase in funding for the project.

NGO Advisor, Academy for Educational Development, Central Asian Republics

May - November, 1996

Directed the conversion of the project's five resource centers into financially self-sustaining operations in six months.

- Developed fee-for-services programs, business plans to lead to four self-sustaining NGO's, and a financial planning and reporting system for each NGO.
- Supervised staff in five countries.

Business Management Advisor, North Kazakhstan Business Support Center

May 1994 - May 1996

- Opened and operated a business center which provided business development services to assist local businesses during soviet restructuring.
- Designed and implemented a loan program targeted at small farms. With initial funding of \$100,000 our 97% collection rate secured an additional \$25,000 in funding.
- Wrote loan applications of up to \$3 million and completed three new grants and loans.
- Acted as regional liaison for international assistance programs.

Additional Experience

Project Start-up Advisor, International Republican Institute, Kyrgyz Republic

August - October, 2003

Opened new office, conducted country-wide assessment of the political environment, and designed a training program for new and existing political parties to foster improved public/private policy dialogue between parties, NGOs, and government.

Privatization/Restructuring Consulting, Land O'Lakes, Zambia

July, 2001

Consulting to the Ministry of Agriculture, Farms, & Fisheries on the privatization of assets in agricultural education and extension services.

Marketing Consultant

Prior to going overseas, I was a successful independent consultant for over six years with a specialization in marketing planning and campaign development. Projects included:

- Management systems review: integrated multi-channel sales organization for a regional petroleum distributor;
- Marketing policy: revised pricing policies for a Fortune 100 automotive products company;
- Distribution strategy: conducted master franchise sale in western Europe;
- Campaign development: numerous business to business direct marketing campaigns;
- and many more domestic and international marketing management issues.

Product Manager, Fort Howard Paper

- Full P/L for a \$130 million line of institutional paper products
- Two successful new product launches
- Distributor price policy development and monitoring

Sales Administrator, Newell Group

- \$50 million consumer products company
- Budget development and control
- Pricing analysis in distribution channels

Education

Master of International Management, Thunderbird, 1982.

Bachelor of Arts Cum Laude, University of Wisconsin-Eau Claire, 1981

Continuing education:

- Global Food Security, Lancaster University, 2014.
- Development Economics, MR University, 2014.
- Sustainable Development, Coursera, 2014.
- Conflict Analysis, US Institute for Peace, 2012.
- New Economic Powers- BRICs, Oxford, 2012.
- Transformative Learning, Istanbul, 2011.
- Development for Women in Africa, Denmark, 2010.
- Global Development Alliance Design, Washington, 2009.
- Environmental Management & Compliance, Montenegro, 2006.
- Peer Review Panel, US Department of Commerce, Business Ethics in Emerging Market Economies, 2003.
- Islam and the West, Oxford, 2002.
- Monitoring and Evaluation Design and Use, Delhi, 2000.
- Micro-finance Partnerships, Delhi, 2000.
- Gender Equity in Program Design, Tbilisi, 1999.
- USAID Financial Regulations & Compliance, Budapest, 1998.

Languages

Russian: high proficiency

German: middle proficiency

References on request. Additional information is at www.jonthiele.com

