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Qualifications

An economist with over 25 years' experience as senior manager of multi-faceted development programs in over twenty countries and from HQ. Has resolved management, operational, and implementation issues as replacement COP a number of times. Combines extensive management experience, knowledge of regulations and compliance, and skills in economic development, capacity building, and gender. Having led teams as large as 350, he has broad experience in building teams in complex environments.

A strong leader with excellent planning skills, he is focused on results and helping people in need. Lengthy field experience and lead roles 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, WorldFish/CGIAR, Bangladesh

July, 2019, to July, 2021

- Feed the Future market systems nutrition and aquaculture project
- 200,000 beneficiary households and two dozen health care facilities supported
- \$25 million budget, five years, four offices, 55 staff, \$8 million in local grants
- Recruited to shepherd the activity through a cure notice

Senior Adviser for Household Economic Strengthening, USAID / Camris, Washington

December, 2017, to March, 2019

- Improved strategy and implementation of programs to build financial stability in households living with HIV, particularly with orphans and vulnerable children, in 28 countries
- Led application of digital financial services to savings group programs for over 750,000 beneficiaries
- Created a knowledge management system for accumulated research on health and economic strength

Chief of Party, IntraHealth, Tajikistan

April, 2016, to September, 2019

- Feed the Future maternal & child health and nutrition and food security project
- 200,000 beneficiary households and two dozen health care facilities supported
- Two international partners, \$13 million budget, five years, two offices, 51 staff, 700 community health workers, and 700 community engagement volunteers
- Recruited to resolve partnership issues

Senior Specialist- Economic Development, Global Communities

August to December, 2015

- Designed the organization's gender strategy
- Designed and wrote proposals for credit and workforce programs
- Provided technical support to field teams on SME and credit programs

Chief of Party, CARE, Bangladesh

February to August, 2015

- Recruited to close 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
- Led the design team for the winning follow-on proposal (\$110 million)

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.

- Recruited to guide 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 international donors.

- Recruited to rationalize and manage three country offices with over twenty employees
- Reviewed over 300 grant applications and approved 60 per year 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 Kazakstan 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 and 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