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--------------------------------------------------------------------------------------------------------------------------During my 15-year career in sustainable development, I have provided strategic direction in business development, program management, and implementation of Chemonics' global projects. I have served in advisory and leadership roles in over 20 countries and successfully developed relationships with senior government and industry executives in the following sectors across Europe, Middle East, and Africa (EMEA) and Central Asia. Below I provide a short-list of programs and business development efforts I have led and managed in the following sectors:

* Economic Growth and Trade: This includes activities like enhancing the investment and business enabling environment, promoting foreign and domestic investment, and facilitating trade and export linkages.
* Water Management: This sector involves improving drinking water access and promoting public-private partnership management mechanisms.
* Agribusiness: This sector focuses on fostering inclusion, competitiveness, job creation, and regional integration of agribusinesses.
* Tourism Development: This includes preparing tourism enterprises to capitalize on investment projects, leveraging private sector co-investments, and promoting tourism marketing.
* Infrastructure: This sector involves improving water services, restoring municipal services, and enhancing infrastructure for better service delivery.
* Justice Sector Reform: This includes improving service delivery in the justice sector by strengthening capacities, case management systems, and increasing citizen engagement.
* Trade Facilitation: Focus on supporting technology and infrastructure enhancements at border crossings and other cargo transport initiatives.
* Health Security: Includes efforts to strengthen biosecurity and safety, address antimicrobial resistance, and prevent and respond to emerging health threats.
* Financial Sector: This includes transforming the financial sector into a sophisticated, well-functioning, competitive market.
* Energy Sector: This includes integrating the energy sector with regional energy markets and achieving long-term sustainability of energy security.
* Cultural Tourism: This includes capitalizing on private sector participation in the management and conservation of cultural assets.

*Activities and Programs Managed (full-time only, not including STTA):*

**USAID/Ukraine Competitive Economy Program (CEP)** 2018-2021

Supervised a $42M program with 38 overseas staff aimed at enhancing the investment and business enabling environment in Ukraine and forging effective sub-national partnerships to foster foreign investment. Assistance resulted in the development, introduction, and passage of more than 196 SME related laws and regulations to improve the business environment, $253.5 million in new investments in assisted industries, 701 firms assisted to expand their export market, and $8.19 billion in sales of firms receiving project assistance. Successfully launched Ukraine’s premiere business incubator in Kyiv that assisted hundreds of start-up businesses in the IT, agribusiness, tourism & hospitality, clothing & apparel, and wood furniture sectors.

**USAID/Sustainable Water in Tajikistan (SWIT)** 2020-2021

Supervises a $12.5M program (Start-up)to improve drinking water access and promote PPP management mechanisms while involving civil society. Promotes and incentivizes collaboration among local public and private water sector entities and community-based organizations.

**USAID/Kyrgyzstan Time to Read (TTR).** 2019-2020

Directed a $9.9M program with 22 overseas staff working to improve the reading skills of more than 220,000 students across Kyrgyzstan. Assisted more than 200 children’s book authors/illustrators to create and distribute over 1.5 million books to 900 schools and libraries. Trained over 1,000 new teachers on new reading instruction methods. The program engaged over 400 national trainers and 9,000 primary grade teachers, school administrators, and librarians who received training based on new materials. Data from the Early Grade Reading Assessment (EGRA) showed positive trends in student reading abilities, with more than 54% of students meeting the national benchmark for reading proficiency.

**USAID/Kyrgyz Agro Trade** 2020

Supervised a $15M program (Start-up) applying market systems best practices and leveraging private sector resources, relationships, and experience in country to foster inclusion, competitiveness, job creation, and regional integration of agribusinesses in the south.

**USAID/Afghanistan Trade and Revenue (ATAR) Program** 2016-2018

Oversaw a $77M program with more than 100 overseas staff in Afghanistan, Kyrgyzstan, Uzbekistan, and Tajikistan.

* Assisted Afghanistan in becoming the 164th member of the World Trade Organization (WTO), establishing a stable, predictable, and transparent business environment with strong protection for investors’ rights, including intellectual property rights.
* Established the Afghan Exporters Club to increase the private sector voice in trade policy and to promote Afghan exporter’s interests abroad.
* Sponsored private sector participation in more than 16 high-level international trade shows held in the UAE, India, Italy, Germany, and Kazakhstan.
* Facilitated launch of a one-stop shop (OSS) at the Kabul airport in collaboration with multiple stakeholders in both the public and private sector that streamlined the export process for obtaining necessary certificates and approvals and reduced the number of steps for exporting products by air from Afghanistan from 29 to 10.
* Successfully piloted an incentive mechanism to demonstrate the viability of air cargo, supporting traders in exporting $2.7 million worth of goods by air and coordinating with government and investors to upgrade Afghan airports air cargo capacity.
* Provided technical assistance, infrastructure planning, and PPP transactional support to government ministries, airport authorities, and the private sector to improve export logistics services at Afghanistan’s international airports.

**USAID/Building Economic Sustainability through Tourism (BEST) Program** 2015-2016

Served as Team Leader of Partnerships and Service Delivery on a national tourism development program in Amman, Jordan preparing tourism enterprises to capitalize on billions of dollars’ worth of newly planned government investment projects across various cities and tourist sites around Jordan. Led a seven-person Jordanian team comprised of fund management, communications, and monitoring and evaluation staff, and advised expert teams project-wide within a matrix organizational structure.

* Oversaw a $12.5M investment fund that leveraged more than $90M in private sector co-investments leading to new tourism experiences, more successful international tourism marketing, and domestic tourism development. Funded projects included establishment of ‘the Jordan Trail’, now offering 40 days of hiking over more than 650 kilometers of trail, leading visitors through 52 villages along its way.
* Forged public private partnerships with leading international hotel brands including the Hilton, Marriott, Crown Plaza, Sheraton, Four Seasons, and collaborated with Trip Advisor, Airbnb, Smithsonian Institute and National Geographic on tourism marketing, branding and promotion efforts, resulting in Jordan being named one of the 10 most coveted destinations for 2019 according to Lonely Planet.
* Participated in strategic initiatives, including the development of Jordan’s National Tourism Strategy (2016-2020). This strategy has yielded a 42% increase in arrivals at major tourist sites, reversing a 7-year trend of low foreign visitor turnout since the wake of the ‘Arab Spring’.

**USAID/Lebanon Water Infrastructure Enhancement (WISE) Program** 2015

Served as Rapid Response Manager on a $26M infrastructure project that improved water services for thousands of Lebanese citizens living in towns and villages throughout Lebanon. Partnered with Lebanese water sector institutions to identify, prioritize, design, and implement interventions to address potable water network infrastructure gaps. Trained water utilities to more effectively manage capital investments and improved their capacity to achieve improved financial and managerial performance.

**USAID/Asia Middle East Economic Growth (AMEG) Program** 2013-2014

Served as Activity Research and Assessment Manager and supervised numerous economic growth assessments and pilot activities for a $70M project in close consultation with USAID’s Asia and Middle East bureaus, various USAID Missions, State Department, World Bank/IFC, subcontractors, and consultants. Designed technical scopes of work, coordinated and supervised international consultants and local teams to ensure successful implementation of project activities. Conducted technical, management, and administrative consulting assignments in the U.S. and overseas.

**USAID/Syria Regional Program (SRP)** 2012-2013

Managed a $98M program with more than 60 overseas staff supporting the rapid restoration of municipal services in communities across Syria. Supported thousands of citizens by restoring electric power distribution, water distribution networks, and sewage systems. Repaired roads and removed rubble to help improve conditions for vulnerable populations. Procured 169 pieces of heavy equipment, including ambulances, tipper-trucks, and water tankers. Provided advisory support to 323 local councils, 104 CSOs and CBOs, 105 emergency response teams, 3 national civil authority institutions, and 10 provincial councils.

**USAID/Enhanced Palestinian Justice Program**  2012-2013

Managed a $18M program to improve service delivery in the justice sector by strengthening individual and institutional capacities and increasing citizen engagement. Supported the development of justice sector policies and procedures (significantly reduced delays in case processing), built the knowledge and skills of more than 200 justice sector personnel, renovated and equipped legal institutions, automated processes, and enabled public outreach through institutional media departments and civil society organizations (CSOs). Also strengthened services to support victims of gender-based violence (GBV) in government institutions and CSOs. Fully renovated six family courts in major West Bank cities, providing an infrastructure to accommodate new, modern technology, and ensuring accessibility and functionality for 20 other courts and Ministry of Justice offices.

**USAID/Palestine Integrated Trade Arrangement (PITA) Program** 2011-2012

Managed a $60 million trade facilitation program in the West Bank with more than 25 staff working to support technology and infrastructure enhancements at border crossings and other cargo transport initiatives to increase the flow of Palestinian exports and imports. Procured advanced cargo processing technology that reliably expedited transit of more than 220,000 Palestinian trucks, reducing transportation costs and preserving product quality. Built capacity of exporters to address additional trade demand— capacity that can now support more than $150 million worth of additional Palestinian exports annually.

**USAID/Jordan Tourism Development II Program** 2010-2012

Managed a $31M tourism development program with more than 40 internationally based staff working to increase Jordan’s competitiveness as a tourism destination by supporting the public- and private-sector stakeholders’ capacity to develop and manage tourism resources in a competitive and sustainable manner. Upgraded iconic sites to achieve UNESCO World Heritage status including Petra, Wadi Rum protected area, and Jesus’ Baptism site. Also facilitated community partnerships and co-investment for development, conservation, site interpretation and hosting of cultural events at Jerash (largest Roman Ruins outside of Italy), Madaba/Salt (ancient Christian city as old as Jericho), and the Amman Citadel.

**USAID/Palestinian Authority Capacity Enhancement (PACE) program** 2010-2012

Managed a $36M program with more than 35 staff working with six national level government ministries to improve delivery of citizen services. With the Ministry of Public Works and Housing, integrated a GIS maintenance management system and enhanced the ministry’s capacity to plan and execute infrastructure projects, allowing for the repair and maintenance of more than 600 km of roads. Provided advisory assistance to launch a domestic express mail service (PalPast), offering next-day delivery service. Developed a three-year business plan and commercial strategy to drive increased private sector partnerships, customers, and revenue.

*Business Development (selected examples of bids/proposals)*

* **2025. USAID Prevent, Detect, Respond - Primary Health Care (Czar).** Designed a 5-year $50M Global Health Security (GHS) initiative in Jordan aiming to strengthen biosecurity and safety, address antimicrobial resistance (AMR), and prevent and respond to emerging health threats. The activity focuses on building One Health capacities, which incorporate linkages between human, animal, and environmental health.
* **2023. USAID/West Bank Gaza Building Regional Economic Bridges (BREB) Program. Designed $87.6M program** to foster economic growth and stability by enhancing cross-border trade and investment in the West Bank and Gaza. Promoted economic integration between the West Bank, Gaza, and neighboring regions. Provided financial and technical assistance to local businesses, improving operational efficiency and expanding market reach. Invested in infrastructure projects to facilitate trade and economic activities. Conducted training and capacity-building programs for entrepreneurs and business owners.
* **2021. USAID/Financial Sector Reform Activity in Ukraine (Czar):** Designed a 5 year, $20M program to transform the country’s financial sector into a sophisticated, well-functioning, competitive market that is aligned with European Union (EU) standards and integrated into international financial systems.
* **2021. USAID/Innovative Finance 2 (Czar):** Designed an innovative approach to equip the USAID A&A workforce with ability to better design pay-for-results oriented mechanisms, foster a learning network among alumni trainees, and offer flexible approach to demand-driven Mission buy-ins.
* **2021. USAID/Moldova Future Technologies (Management Writer):** Designed a 5 year, $32M activity that works with business associations and similar organizations to increase their organizational capacity, financial sustainability, and advocacy effectiveness and to improve the ecosystems for workforce development and investment. The activity also collaborates with small and medium enterprises to increase their competitiveness, value-added exports, workforce skills for employment opportunities, access to finance, and climate resilience.
* **2020. USAID/Kosovo Energy (Czar):** Designed a five-year, $12M program aiming to successfully integrate Kosovo’s energy sector with regional energy markets according to EU market-based standards and achieve long-term sustainability of its energy security through private-sector led investment and engagement.
* **2020. USAID/Sustainable Economic Growth In Bosnia SEGA (Czar)**: Designed a five-year, $22M program to creatively drive visitation to rural areas yielding higher year-round tourist spend/visitation, stem rural-urban migration, and magnify the value of cultural products/traditions through an improved country brand in partnership with diverse local partners, government, industry and community stakeholders.
* **2019/2020. USAID/Afghanistan Air Export Program AEP (Czar)**: Designed a five-year, $96M program to provide technical assistance, infrastructure planning, and PPP transactional support to Afghan ministries, airport authorities, and the private sector to improve export logistics services in major Afghan international airports.
* **2019/2020. USAID/Egypt Integrated Management of Cultural Tourism** **(Czar)**: Designed a five-year, $17M program to capitalize on private sector participation and investment in the management and conservation of publicly owned cultural assets, creation of visitor experiences, and promotion of those cultural heritage assets both locally and internationally. Approach supported tourism trade and local communities to drive and enact necessary reforms, provide capacity development, and strategically support tourism-driven economic growth informed by market research.
* **2018. USAID/West Bank Gaza Accelerated Competitive Enterprises (ACE) (Czar)**: Led the design of a $50M program to increase economic growth, sales, and investment in the West Bank through provision of direct, firm-level management consulting services.
* **2017. USAID/Timor-Leste Tourism (Czar)**: Led the design of a $15M tourism development program in East Timor that supported the government in cultural heritage asset management and expanded and improved Timor-Leste’s community-based tourism offerings through inclusive and sustainable approaches.