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🏠 Andalusia, Spain

🌐 French & Moroccan



WORK EXPERIENCE

• FREELANCE CONSULTANT & ENTREPRENEUR



Dakar, Senegal
Vienna, Austria
Andalusia, Spain

03/2017 - Present

Project Management for the Private Sector & Development Partners across Africa

[\(more details on the last page\)](#)

→ Main areas: sustainable energy (incl. renewable energy, energy efficiency, productive use); agriculture/agribusiness; private sector development; entrepreneurship; climate change; gender; innovation/tech; inclusive finance; access to market

- *Conducting studies*: market/value chain study; feasibility study; strategy to enter a new market or integrate a new practice; strategy to promote investment; benchmarking study
→ Tasks: desk research, stakeholder & intervention mapping, stakeholder consultations, analysis, report writing, presentation design & delivery at workshops, missions on the ground
- *Formulating projects*
→ Tasks: desk research, stakeholder & intervention mapping, stakeholder consultation, fund mobilization, budget & co-financing, feasibility study, workshops of 50-100 people, logical framework, project document writing
- *Implementing projects*
→ Tasks: project supervision (team management, budget, procurement, communication); facilitating trainings on clean cooking, cluster development, entrepreneurship, leadership; communication strategy & implementation; event planning
- *Providing business development & support*
→ Tasks: development & implementation of a business community across Africa; mentoring of startups & SMEs
- *Creating an e-business/business community of decision-makers doing business across Africa*
→ Tasks: ideation, business modelling, business development, website & content development, high-quality customer service, community management



• GROUP DEVELOPMENT DIRECTOR— Eléphant Vert



Rabat, Morocco

08/2015 - 12/2016



Provider of sustainable agriculture solutions: organic fertilizers & pesticides, capacity building and financial services for smallholders and agribusinesses in Africa

- Developing & implementing the *expansion strategy in Africa*: methodology, market & feasibility studies, identification of private & development partners, relationship management, coordination of the cross-functional business plan development team
- Developing & implementing the *development partners' strategy* in several countries incl. fund mobilization & financing
- Designing *internal strategies* with other directors in the group: strategy development, action plan and monitoring
- Supervising & actively participating to the *Strategic Committee* of the Group
- Coordinating and working on *cross-functional projects*
- Actively participating in *international, regional & national conferences/ seminars/ workshops* on (climate-smart) agriculture & environment; and COP22

• FREELANCE CONSULTANT



Ouagadougou, Burkina Faso

08/2014 - 07/2015

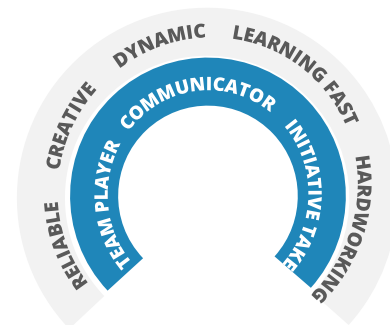
Private Sector



- Acting as *Business Development Manager* for Envirofit (global leader in *energy efficient cookstoves*) for domestic & commercial cookstoves for women/entrepreneurs in Burkina Faso: market analysis & potential, mapping of potential clients incl. relationship management & testing of the stoves, marketing & communication strategy, access to finance for buyers, interaction with relevant stakeholders
- Undertaking *market studies for agricultural value chains*
- Conducting a *feasibility study for the introduction of a new crop in Burkina Faso*
- *Developing business* for private sector projects: agriculture, industry, construction/real estate/tourism
- *Managing relationships* with project developers and investors



WHO AM I?



EDUCATION

BUSINESS



Diplôme de Grande Ecole, MSc, Diplômé Kauffrau

2001/2004

With Great Honor

Thesis: The strategies of cultural value transfer of a multinational company from the headquarters to its foreign subsidiaries



ESCP Business School
Paris-Oxford-Berlin

ECONOMICS & MATHEMATICS

Prep School

1999/2001



Prep classes for French top business schools' entry exams



IPESUP, Paris

ECONOMICS & SOCIAL SCIENCES

Baccalauréat

1987-1999



With Honor

Entire scholarship from primary to high school



Lycée Français
de Vienne, Vienna

BOARD MEMBER EXPERIENCE

Non-Executive Director

2020-2023



Swiss Fresh Water
Switzerland – West Africa



INTERNATIONAL WORK & EDUCATION EXPERIENCE

(Personal Travels not included)



Development Sector

- Acting as the *Regional Coordinator (part-time)* for SNV (Dutch development agency) of the programme Energy, Poverty, Gender in Agribusiness in Burkina Faso, Ghana, Mali and Niger: coordination of project implementation, interaction with relevant stakeholders, co-development of sustainable business models, communication means, business development/project development & fund mobilization
- Developing business* for a start-up in development & corporate social responsibility (CSR): concept, approach, services, communication, client relationship management, project management

Vienna, Austria
Africa

TECHNICAL COOPERATION CONSULTANT



UNIDO – United Nations Industrial Development Organization

11/2009 – 07/2014

UN organization promoting & accelerating inclusive & sustainable industrial development
Topics I worked on: Promoting energy efficient climate-friendly technologies & development of clusters; Promoting agribusiness & entrepreneurship for vulnerable groups; Generating synergies between ozone protection & climate change

- Conducting *country-level needs assessment* missions involving meetings with key stakeholders in selected developing countries to develop UNIDO Country Programmes
- Developing *new programmes & projects* for various countries in Sub-Saharan Africa: needs & potential analysis, research, concept note & project document writing incl. logical framework, budget, workplan, gender mainstreaming in various donor formats
- Supporting the *design of a new concept/programme* integrating multiple UNIDO services for decent jobs & businesses for youth & vulnerable populations
- Sharing & presenting *project proposals*, contributing to *fund mobilization* and public & private sector *partnerships* building efforts
- Implementing and coordinating projects* with regular missions in the field incl. organizational set-up, procurement, recruitment, interaction with all stakeholders, supervision of local project team of 2-6 colleagues, organization & supervision of steering committees and workshops, monitoring, project communication; in the field for 2.5 months in Burkina Faso on an energy for productive use project
- Analyzing & supporting *bankable business plans* of cooperatives & private businesses incl. gender aspects in Morocco, Cote d'Ivoire, Guinea, Burkina Faso and Chad
- Preparing and undertaking *training for 150+ beneficiaries* (incl. illiterate women & men entrepreneurs, government & private sector representatives) on cluster development, reinforcement of association bureaus and basic management skills in Burkina Faso
- Supporting, organizing, participating in, moderating, presenting and reporting at various national/regional/international conferences and workshops* e.g. the UNIDO LDC Ministerial Conference, technical workshops on Energy Efficiency & Renewable Energies (EE&RE) in Ethiopia and Tanzania, Youth Entrepreneurship Network (YEN) Conference, ECREEE (ECOWAS Center for RE & EE) workshop on Clean Cooking

Vienna, Austria
Europe

04/2006 – 10/2009

AT Kearney Global Top Management Consulting Company

- Optimizing group procurement* – saving € 2 million+ & coordinating a client team of 12 staff - for telecom, IT and provision of services at a Central European power supplier
- Improving the handset/phone value chain* (incl. strategy, supply chain, marketing & sales) for an Eastern European mobile operator – coordinating a client team of 8 staff
- Managing the *on-site support* to benchmark costs of 2 European mobile operators (GCB tool – Global Cost Benchmarking – well-known in the industry): coordinating a client team of 15-22 staff, conducting workshops & meetings with all functions of the company and analyzing & presenting benchmarking results and recommendations for operational excellence
- Conducting local & European *market research* for an international expansion strategy of a European mobile operator
- Coordinating the elaboration of the Network chapter of a bid book to acquire a 3G license for a European mobile operator
- Organizing and conducting the first *international training* on GCB & operational excellence in mobile communications for 30+ participants from Europe & the US
- Creating a *dashboard* for a banking group to efficiently measure its performance
- Actively participating in *firm building activities*: study of the training portfolio & needs, organization of an internal event on Morocco, company & specific topics presentation to students, representing the company at job fairs, etc.

BUSINESS ANALYST – Accenture

Paris, France

06/2005 – 09/2005

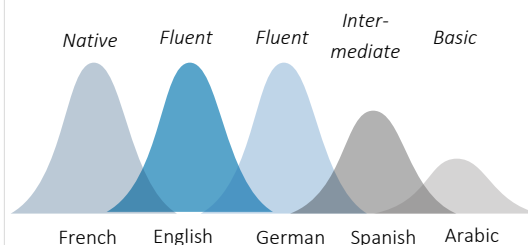


Global Top IT & Management Consulting Company

- Undertaking *technical & functional tests* on the Accounts Payable module of the Peoplesoft (ERP) software of an international leading retailer client



LANGUAGES



COMPUTER SKILLS

MS Word, Excel, PowerPoint,

MS Access, Publisher, Dreamweaver, FrontPage, SAP Project Module, Wordpress, WiX

VBA Programming



TRAININGS



- Presentation Skills (2)
- Consulting Skills
- Training of Trainers for Illiterate Adults
- Cost Benchmarking
- Business Partnerships
- SAP Project Module
- ERP & Basic VBA Programming
- Politics & Economics of International Energy
- Municipal Solid Waste Management in Developing Countries
- Project Monitoring & Evaluation
- Non-Executive Directors / Board Training



VOLUNTEERING & CO



- Technoserve (NGO):** Conducting a detailed *study on high potential growth sectors for MSMEs* in 2 cities in Burkina Faso (2 months in 2012)
- Women Entrepreneurs (WE) Act for Africa (Association):** Support to *promote African Women Entrepreneurs* network development, empowerment & fight vs. climate change (COP22, etc.)
- Supporting/ Mentoring projects of "young" and/or women entrepreneurs* especially in Africa (consulting/financing) & *crowdfunding* initiatives (financing)
- Ambassador of School Alumni for the Africa Group & Austria (and former one for Senegal)*
- Writing articles* for a website on happy news on Africa (happyinafrica.com)



INTERESTS

FITNESS JOGGING COOKING ORGANIZING
EVENTS TRAVELLING READING
VOLUNTEERING DISCOVERING

List of assignments/activities from 2017 to now

	Client Name	Sustainable Energy	Agriculture/ Agribusiness	Private Sector Development/ Entrepreneurship	Climate Change	Gender	Tech	Other
Studies								
Designing an entry strategy for a new energy technology in Senegal: feasibility, policy support, private sector development	CTCN / Enda Energie	✓		✓			✓	
Conducting a study on mapping existing players and innovative solutions in the agriculture-energy-water nexus in Senegal for the upcoming multi-country Water and Energy for Food – WE4F programme & supporting the regional approach	GIZ	✓	✓	✓	✓		✓	
Conducting a feasibility study for the promotion of cocoa waste in Côte d’Ivoire	CTCN/Private sector investor	✓	✓	✓	✓	✓		
Conducting a study on the agro-circular economy & private sector investment opportunities in Senegal	FCDO/Technoserve	✓	✓	✓	✓	✓	✓	
Conducting a study on the dairy value chain & private sector investment opportunities in Tunisia	FCDO/Technoserve		✓	✓	✓	✓	✓	
Conducting a study on private sector investments in fragile countries – Sahel and focus on Burkina Faso on agrobusiness, renewable energy and mining	UNDP/ GIST Research	✓	✓	✓			✓	✓
Conducting a study on cross-border trade and private sector investments between Niger (Diffa region) and Chad (Lake region) in a fragile context	UNDP/ GIST Research		✓	✓				✓
Conducting a feasibility study on a Ghana-EU private sector agri-food platform	EU/AESA		✓				✓	
Conducting a benchmarking study on specific training offer in 24 African countries	AFD/DMM							✓
Conducting a scoping exercise on 6 West African countries to integrate access to energy in Mercy Corp’s strategy after its merger with E4I	Mercy Corps/TTA	✓		✓	✓	✓		✓
Conducting a national market assessment & designing a roadmap for the sustainable electrification of healthcare facilities in Madagascar	SEforALL/TTA	✓		✓	✓	✓	✓	✓
Project Formulation								
Formulating 7 projects in sustainable energy (EE and RE) incl. productive use, agriculture and agribusiness sectors, with a particular focus on gender, in various African countries for the GEF and other donors incl. fund mobilization, budget & co-financing, feasibility study, stakeholder consultation, gender mainstreaming, workshops of 50-100 people	UNDP UNIDO	✓	✓	✓	✓	✓	✓	
Supporting the design and implementation of an energy-agriculture nexus project in West Africa: research, analysis, pilots, consultation workshops, stakeholder mapping	Practical Action	✓	✓	✓	✓	✓		
Analyzing and formulating the climate change adaptation & gender aspects of the revised 2nd Nationally Determined Contribution (NDC) of Comoros	UNDP	✓	✓	✓	✓	✓	✓	
Conducting gender analyses and gender action plans for 3 projects around rural electrification via RE or hybrid minigrids, including productive use	UNDP	✓	✓	✓	✓	✓	✓	
Project Implementation								

	Client Name	Sustainable Energy	Agriculture/ Agribusiness	Private Sector Development/ Entrepreneurship	Climate Change	Gender	Tech	Other
<i>Coordinating the implementation, monitoring & evaluation of a project</i> on promoting sustainable energy, gender and private sector development in Chad	UNIDO	✓	✓	✓	✓	✓		
<i>Facilitating gender inclusion</i> for beneficiaries of a RE & finance nexus project: training, coaching, reviewing gender policies of RE companies, micro-finance institutions and BDS (incubator/accelerator)	UNCDF	✓		✓		✓		✓
<i>Coordinating a project to support and integrate innovation</i> across an organization, one of the worldwide leaders in facility management, incl. organizational aspects, mindset change, budget	Atalian			✓			✓	✓
<i>Facilitating trainings</i> on gender inclusion, clean cooking, cluster development, entrepreneurship, climate change, leadership for different beneficiaries: private sector players incl. entrepreneurs, government, development partners → in-person and online	UNIDO, UNCDF, World Bank, Afrilabs, African Leadership University	✓	✓	✓	✓	✓		✓
<i>In charge of the communication</i> (network of experts, newsletter, tutorials, flyers, minutes, workshops and other sensitization events, etc.) for an EU-funded project on preventing radicalization and violent extremism in 17 African countries	EU / Civipol							✓
Acting as <i>event planner</i> for the 1 st edition of the ECOWAS Sustainable Energy Forum 2017 for 200+ participants	ECREEE	✓		✓		✓	✓	
Business Development & Support								
ENTREPRENEUR - <i>Developing a new e-business concept: community</i> for business executives working in & with Africa: market analysis, strategy, business modelling, coordination & support for website and web application development, networking opportunities	Own business: Business Club Africa			✓		✓	✓	✓
<i>Undertaking a market study</i> on agribusinesses in Senegal for a future Agric Fund	Technoserve / Large chemical producer		✓	✓				
<i>Developing print & digital tools</i> to facilitate smallholder farmers to better nourish their soil for a leading seeds company in 22 African countries: infographics, folders for technicians and farmers, web application	Seedlab (Groupe Novalliance)		✓				✓	
<i>Supporting an SME in peanut processing</i> on waste-to-power solutions (technical, commercial and impact) in Senegal	FCDO/Technoserve	✓	✓	✓	✓			
<i>Supporting an SME in organic fertilizers and biopesticides</i> to sell more and better their products & services to smallholder farmers across Senegal	FCDO/Technoserve		✓	✓	✓			
<i>Supporting the Senegalese banana production leader</i> to consider promoting waste into composting platforms for its own 1,500ha banana plantations working with 3,000 smallholder farmers	FCDO/Technoserve		✓	✓	✓			
Acting as a <i>mentor</i> for youth social businesses along the Mediterranean Sea	UNIDO	✓	✓	✓	✓	✓	✓	✓