

Nayeem Kashem

E-mail: nayeemkashem@gmail.com

Executive Profile:

Hands on experience in “Making Market work for Poor (M4P)”/markets system approach. Skilled in value chain development and private/public sector engagement. Proficient in planning and implementing pro poor market/business led growth strategies for industrial, agricultural and finance (financial inclusion, SME finance and private capital) sectors. Specific Specialties:

- M4P/Market systems approach
- Private sector development
- Strategic planning & Project management
- Business policy and strategy
- Rural & agricultural development
- Urban poverty reduction
- Industrial growth and development
- Private/Public development partnership
- Monitoring and result measurement (Donor Committee for Enterprise Development (DCED) standard of monitoring and result measurement)
- Strategic communications and knowledge management

Professional Experience:

Organization	Devlearn
Designation	Managing Director
Duration	August 2018 - onwards
Lead consultant for Devlearn. Projects include:	
<ul style="list-style-type: none">• PEPE (Industrialization project in Ethiopia): Provides TA on market systems approach, sector/market strategy, scale-up strategy of interventions, portfolio management and strategic communications.• Arab Women’s Enterprise Fund (Women’s economic empowerment project in Egypt, Jordan and Palestine): Provides TA to the Egypt team on market systems approach and designing scale-up strategy.• LIWAY (Urban poverty reduction via market systems approach in Ethiopia): Team member supporting the implementation of the project by providing mentoring support to the implementing NGOs.	

Organization	Enterprise Partners (EP), UKAID’s flagship private sector development project in Ethiopia (PEPE)
Designation	M4P/Strategic communications Lead
Duration	August 2014 – Aug 2018
Major Responsibility	
<ul style="list-style-type: none">• Responsible for Overall EP portfolio as part of EP senior management.• Manage the strategic communications team (SCT). This includes resource management, performance management, retention and professional development of SCT analysts.• Manage the review and refresh of sector/market strategies working with sector leads with M4P strategy.• Lead the process of improving M4P capacity within Enterprise Partners (training, clubs, problem-solving support).	

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- Develop portfolio analytics to aid portfolio decisions. The portfolio analytics include aggregate results positions (projection aggregations), risk factor exposures and recommendations for portfolio rebalancing.
- Manage the process of Annual review by donors with MRM team.
- Manage the process of producing monthly, quarterly and annual reports.
- Manage external communications and knowledge management.
- Manage thematic advisors (Green Growth and Women's Economic Empowerment).

Organization	Swisscontact- Katalyst (Multi Donor Private Sector Development Project, implemented by SwissContact and GIZ, funded by the UKAID, SDC and Danida)
Designation	Senior Business consultant
Duration	July 2011- August 2014
Major Responsibility	
<ul style="list-style-type: none">• Act as a focal/manager for selected sector i.e. Fish, Prawn, Seed, Forward Marketing• Prepare a comprehensive Sector Strategy of the Fish and Forward Marketing sector for Katalyst Phase III.• Identify and analyse market/sector opportunities and constraints.• Formulate strategy and design market based business solutions/interventions.• Implement interventions through private/public sector.• Monitor and evaluate the interventions periodically.• Plan and manage intervention finance.	

Professional trainings and exposures:

- Participated in two week training on **"Making Markets work"**, organized by The Springfield Centre Ltd in United Kingdom in 2013
- Participated in one week training on **Project Cycle management**, organized by MDF- Srilanka in 2012
- Participated in one week training on **"Developing Value Chains and Service Market"** organized by Action for Enterprise, in 2012
- Participated in three day training on **"Monitoring and Results measurement training, concepts and in Practice"**, organized by Katalyst and DCED in 2011
- Participated in three day training on **"Mainstreaming Gender"**, organized by Katalyst in 2011

Educational Background:

Degree	Institution	Major	Year of Passing
Bachelors in Business Administration (BBA)	North South University	Marketing and International Business	2010
Higher Secondary Certificate (H.S.C.)	Notre Dame College	Science	2005
Secondary School Certificate (S.S.C.)	St. Joseph High School and College	Science	2003

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Personal Information

Date of Birth: 27th Jan, 1987

Nationality: Bangladeshi

Sex: Male

Marital Status: Married

Spouse's Name: Ainee Islam

Reference

Reference can be provided upon request.