



Curriculum Vitae Olivier van Lieshout



Personal: Olivier van Lieshout, 1958, Dutch Nationality
Education: Agricultural Economist, Master of Science of University of Wageningen, the Netherlands, 1978-1984
Key areas (Agri-)Business Creation, Agro-processing, Business & Strategy planning; Financial Engineering; Monitoring & Evaluation systems.

Olivier van Lieshout is an all-round agro-business creation and development specialist, with over 20 years of experience. He has worked as consultant and entrepreneur in agro-processing industries in developing countries in Asia, Africa, the Caribbean and Latin America, often in cooperation with multilateral organizations (FAO, EBRD, ITC, IFC, World Bank and CFC), and international NGOs (FMO, AKF, CDI). His broad expertise covers the entire program cycle; from conducting needs assessments and feasibility studies, through operational implementation of business, marketing and financial services, to designing and implementing monitoring and evaluation approaches. He is also an accomplished facilitator/trainer and a sound developer of methodologies (ref: Cigar Box method) and training materials (manuals and hand books). His dynamic and enthusiastic manner, his analytical mind and his strong language and interpersonal skills make him a much-asked-for consultant

Language skills: (1 = basic to 5 = high for competence)

<i>Language</i>	<i>Reading</i>	<i>Speaking</i>	<i>Writing</i>
English, Dutch	5	5	5
German, French	4	4	4
Portuguese, Italian, Spanish	4	4	4
Indonesian, Russian	1	2	1

Professional Experience Record (short version - list of other short-term missions available on request):

<i>Date:</i>	1996 - to date
<i>Location:</i>	Worldwide
<i>Company:</i>	Global Facts (www.globalfacts.nl)
<i>Position:</i>	Business Consultant
<i>Description:</i>	Assisting company owners and management in emerging markets with start-up and expansion of commercial activities. Notably in the agro-processing sector.

<i>Date:</i>	2009 - to date
<i>Location:</i>	Jamaica, West-Africa (ECOWAS)
<i>Company:</i>	ITC, Geneva (consultant)
<i>Position:</i>	Strategic planning specialist
<i>Description:</i>	Help national stakeholders to develop a business development strategy for specific commodities in a participatory way. Jamaica (ackee); ECOWAS (mango, palm oil, cotton).

<i>Date:</i>	2007 - to date
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<i>Location:</i>	Jamaica, West-Africa, Central Asia, Bangladesh, Samoa
<i>Company:</i>	ITC, Geneva (consultant)
<i>Position:</i>	Business creation specialist
<i>Description:</i>	Assist owners of agricultural processing companies to become export-oriented; introduce cost price calculation (Cigar Box [®] methodology See www.en.wikipedia.org/wiki/Cigar_Box_Method); improve supply of raw material; improve factory operations; introduce customer satisfaction improvement systems.

<i>Date:</i>	2006 - 2010
<i>Location:</i>	West Africa, East Africa
<i>Company:</i>	CFC, Amsterdam (consultant)
<i>Position:</i>	Marketing economist
<i>Description:</i>	Formulate CFC projects according to set methodology. Projects successfully formulated: Banana drinks project (Tanzania, Uganda); Cassava project (Tanzania, Zambia, Madagascar); Délicio juice project (Burkina Faso); Dried paprika project (Burkina Faso); Flower and vegetable export project (Burundi).

<i>Date:</i>	2009 - 2010
<i>Location:</i>	Netherlands
<i>Company:</i>	EBRD/FAO; KIT Amsterdam
<i>Position:</i>	Fruit processing specialist
<i>Description:</i>	Write handbook on fruit & vegetable processing in CIS countries for EBRD bankers: www.globalfacts.nl/documents/Fruitandvegetablebooklet2009.pdf Contribute to Strategy study dried mango in West Africa: www.globalfacts.nl/documents/FINALREPORTWorldBankRapportManque.pdf

<i>Date:</i>	2008 - 2009
<i>Location:</i>	Central Asia
<i>Company:</i>	FAO, Rome (consultant)
<i>Position:</i>	Business creation specialist
<i>Description:</i>	Assist owners of agricultural processing companies to become export-oriented; introduce cost price calculation (Cigar Box [®] methodology); improve supply of raw material; improve factory operations; introduce customer satisfaction improvement systems.

<i>Date:</i>	2008 - 2009
<i>Location:</i>	Central Asia, East Africa
<i>Company:</i>	IFC, Washington (consultant)
<i>Position:</i>	Marketing economist
<i>Description:</i>	<ul style="list-style-type: none">Assist Sugd Agro Service (SAS) a cooperative of cotton farmers to produce better quality cotton with higher profitability through cooperative action in the fields of input purchasing, agricultural credit and joint sale of fibre and cotton seeds.



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	<ul style="list-style-type: none">Organize system of warehouse receipts for post harvest cotton crop finance.Evaluate World Bank project in Kenya (farm level impact study on cotton, coffee and pyrethrum).
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<i>Date:</i>	2007 - 2009
<i>Location:</i>	West Africa, East Africa
<i>Company:</i>	Liquid Food Initiatives (LFI)
<i>Position:</i>	Liquid food specialist
<i>Description:</i>	<ul style="list-style-type: none">Develop mango pulp processing plant in Malindi Kenya using BOT methodology.Expand juice factory near Ouagadougou, Burkina Faso.Expand juice factory in Kagera, Tanzania

<i>Date:</i>	2006 - 2008
<i>Location:</i>	Armenia
<i>Company:</i>	EBRD, London / Tamara Fruit Company
<i>Position:</i>	External Member of the Board
<i>Description:</i>	Representing EBRD in Board of Directors with special responsibility for a) introducing modern corporate governance, and b) developing export of organic juices and jams into the European market.

<i>Date:</i>	2006 - 2008
<i>Location:</i>	Romania
<i>Company:</i>	Bakery Initiatives / SPICUL Bread Company
<i>Position:</i>	Interim Marketing Manager
<i>Description:</i>	Assisting the owner of SPICUL to create a new marketing and sales organisation: A) select, train and guide local marketing staff; develop and implement the market strategy, B) select, train and guide sales agents, distributors and push agents; set up distribution policy and network.

<i>Date:</i>	2004 - 2006
<i>Location:</i>	Tanzania / Zimbabwe
<i>Company:</i>	Trans Zambezi Industries
<i>Position:</i>	External Member of the Board
<i>Description:</i>	Representing TZI Holland BV in Board of Directors. Specific responsibility to develop new markets, and distribution outlets in Europe for freshly grown vegetables and flowers from Zimbabwe and South Africa through Johannesburg Airport.

<i>Date:</i>	2001 - 2005
<i>Location:</i>	Uzbekistan



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<i>Company:</i>	Marvel Juice, Andijon Durdonasi, Invest Agro, CASC, ACC
<i>Position:</i>	Management consultant
<i>Description:</i>	Assisting local companies with management and training covering farming (horticulture and cotton), processing, sales.

<i>Date:</i>	1998 - 2000
<i>Location:</i>	Uzbekistan
<i>Company:</i>	UzDutch Cheese Company, Tashflora, Invest Agro
<i>Position:</i>	Business creation
<i>Description:</i>	Start up of new companies in farming and agro processing with participation in share capital for cheese, landscape architecture, roses, fruit processing. Export of garden roses from East Uzbekistan to Holland, Switzerland and France.

<i>Date:</i>	1998-1999
<i>Location:</i>	Uzbekistan / Argentina
<i>Company:</i>	Rabobank (consultant)
<i>Position:</i>	Crop Valuation Specialist
<i>Description:</i>	Carry out pre-harvest in-field crop yield assessments to predict size of harvest to calculate Rabobank's post harvest finance requirements. Identify bonded warehouses to store and finance harvested produce using warrants (in Uzbekistan: cotton, in Argentina: apples/pears)

<i>Date:</i>	1996-2000
<i>Location:</i>	Uzbekistan
<i>Company:</i>	World Bank (consultant)
<i>Position:</i>	Matchmaker Cotton Value Chain
<i>Description:</i>	Building value chains between cotton growers, gins and clean seed manufacturers. Improving investment climate for cotton industry and finding suitable foreign investors. Four joint ventures are operational.

<i>Date:</i>	1995-1996
<i>Location:</i>	Amsterdam
<i>Company:</i>	Royal Tropical Institute
<i>Position:</i>	Economist
<i>Description:</i>	Monitoring and evaluation of KIT projects in Zambia, Malawi, Pakistan (AKRSP) and India

<i>Date:</i>	1992-1994
<i>Location:</i>	El Salvador



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<i>Company:</i>	EU- Programa de Fomento para la Microempresa
<i>Position:</i>	Economist
<i>Description:</i>	Training expert for the Marketing and Counselling Service for FOMMI, an institution for reintegration of ex-combatants.

<i>Date:</i>	1990-1992
<i>Location:</i>	Indonesia
<i>Company:</i>	DGIS / Dutch Government
<i>Position:</i>	Market researcher
<i>Description:</i>	Consumer oriented quality research for agricultural products and production of technical product profiles. Publication in Euphitica www.globalfacts.nl/documents/Consumerorientedqualityimprovementoftomatoesinindonesia.pdf

<i>Date:</i>	1987-1990
<i>Location:</i>	Zambia
<i>Company:</i>	FAO
<i>Position:</i>	Marketing economist (APO)
<i>Description:</i>	Restructure the co-operative input distribution and maize collection system in Southern Province.

<i>Date:</i>	1984-1987
<i>Location:</i>	Netherlands, UK, India
<i>Company:</i>	Indo-Dutch Trading House
<i>Position:</i>	Trader
<i>Description:</i>	Procurement of waste paper in Holland, Belgium and the UK for export to India. Letters of credit, export documentation.