

Isaac Mando

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I have relevant private sector experience in Zambia, as well as extensive experience implementing and managing development projects. My background encompasses value chain development, cooperative development, agribusiness/marketing, Access to finance for farmers and SMEs, digital information/finance for different value chains and product development; stakeholder engagement and partnerships; sales and marketing; trade and regional integration; field office administration and financial oversight; donor coordination; Proposal writing and review, monitoring and evaluation; hiring, training, supervising, and mentoring field staff

I am currently pursuing an Executive MBA degree at University of Lusaka (graduating in 2022) and studying for Certified Professional in Digital Finance (Finishing in 2022) with Digital Frontiers Institute in South Africa. I hold a Diploma in Agribusiness Management and Diploma in International Trade obtained from the Institute of Export in the United Kingdom.

PROFESSIONAL EXPERIENCE

Solidaridad Network Southern Africa

Impact Investment and Plus Plus Coordinator
Lusaka/Zambia

August 2021- Current

Job Purpose

This role is to support the Impact Investment division in Solidaridad Zambia. It also supports pipeline origination and development for PlusPlus, a Solidaridad crowdfunding platform. In this area, the resource will support several commodities, with focus on Soy, Horticulture Cotton, Livestock, Tea, and seek to facilitate and unlock access to finance and deal sourcing for smallholder farmers, SME agri-businesses, service providers, processors, etc. along the value chain. This role is split between SME support and development including investments packaging for PlusPlus and other local funders; farmer business support (including financial literacy and inclusion activities); business development for grant proposals, and research / development of funding stakeholders (financial services providers) in Zambia.

Major Responsibilities /Result Areas

PlusPlus / SME Support

- Deal origination, sourcing, and promotion of PlusPlus crowdfunding platform, including due diligence, and post-investment monitoring and recoveries.
- Build database of SMEs working with and in support of our programmes, and external SMEs, and farmers and provide business support interventions to them.
- Ability to provide investment-readiness and business support to potential investees including farmers, agri-SMEs, processors and cooperatives in the value chains.

Farmer Support

- Collect farmer Impact Investment Baseline surveys and analysis to guide interventions
- Support training in farmer record-keeping, financial literacy, and farming-as-a-business interventions.
- Support financial inclusion interventions such as business registration, bank accounts, etc.
- Coordinate Impact Investment Pilot, trainings and interventions on the ground.
- Actively support the packaging for funding applications for farmers and farmer groups for financing schemes.

Impact Investment Strategic Initiatives

- Support Coordination of impact investment activities among associates in the region, and lead the design of materials, pilots, and other regional impact investment initiatives on the ground, under the guidance of the Senior Impact Investment Manager.
- Assist in developing Business Plans, and integrating business models in programme designs and social enterprise models.
- Research, meet and build database of funding providers in Zambia in agriculture for the purposes of supporting access to finance for programme beneficiaries.
- Support proposals, fundraising, and business development initiatives within impact investment.

- Support the development of access to market linkages in support of motivations for funding.
- Ability to interface and support farmers in the field directly and have financial stakeholder meetings.

Climate Smart Agriculture Alliance Zambia (CSAAZ)

National Coordinator

Lusaka, Zambia

August 2020 – July 2021

Position Purpose

Reporting to the Board, the National Coordinator will be responsible for overall coordination and implementation of activities amongst member organizations. The National Coordinator is responsible for coordination of the Alliance's Coordinating Unit (CU). The National Coordinator is responsible for representing the members in meetings and events within the Alliance. He is also be responsible for ensuring meaningful membership growth, funding streams and ensuring that Programme interventions by member organizations are met

Key Responsibilities

Under the auspices of the Alliance Board, the National Coordinator is responsible for:

- Ensuring Coordination among all Alliance members
- Monitoring progress of implementation of annual plans.
- Provide over-sight of the Alliance finance and administration, M&E and programming.
- Compiling narrative reports and reviewing progress and financial reports respectively.
- Networking and maintaining good relations among partners, communities and relevant governmental authorities (bodies) that are concerned with CSA.
- Organizing and managing monthly, quarterly and annual planning and review meetings.
- Develop funding mechanisms/ bankable proposals for CSA promotion under the Alliance;
- Coordinating and supporting capacity building of member organisations as needed.
- Profiling and increasing the visibility of Alliance.
- Recruit and develop ToRs of staff and or consultancies that will be serving under him/her.
- Act as Secretariat to the Alliance Board meetings, General Assemblies and any other meeting as when they may arise in which member organizations are represented

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Value Chain Advisor

Lusaka/Southern Province, Zambia

September 2017 – March 2020

Project Management

- Provide technical oversight on the implementation of the dairy project by partner organization (SNV) with funding from German Ministry of Economic cooperation.
- Instrumental in supporting the baseline and setting of financial cooperatives (SACCOs) in Monze, Choma and Namwala to enable small holder farmers have access to finance/non- financial services including insurance
- Technical backstopping and ensure quality of deliverables on all project thematic areas
- Support the development of terms of references for both local and international consultants
- Regional liaison person for the project
- Also served as a key resource for field financial policy and procedures.

Mercy Corps - AgriFin Accelerate Programme

Project Coordinator

Full-time

Lusaka, Zambia

February 2017 - September 2017

Project Management

- Facilitated the legal and logistical/administration requirement to setup the project office in Zambia.
- One of the experts in the preparation of the white paper to show the small holder farmers income/production ecosystem
- Led the partnership prospects with Rent to Own, Zambia Cotton Ginners Association, VITALITE in advancing digital information services (DIS) and Digital Financial Services (DFS)
- In collaboration with MUSIKA, facilitated trainings on Digital Finance to cotton farmers in Nyimba and Petauke in Eastern Province
- Had technical meeting with team in Nairobi for purposes of reporting and giving project status

- to team members (including input on M&E)
- Coordinated field trainings to farmers conducted by VITALITE, MTN Zambia, Airtel Zambia and ZANACO

Grants, Procurement & Finance

- Collaborated with team members and senior leadership to determine future grantees and grant activities that achieve the highest impact.
- Monitored all grant related and procurement disbursements. Attended grant activities and met with grantees to discuss implementation with frequent travel to the field to ensure efficient operations

Vision Fund Zambia- Full time roles/functions

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| <i>Country Manager – Recovery Lending Project</i> | <i>February 2016 – February 2017</i> |
| <i>Head of Agribusiness- Lusaka</i> | <i>August 2014 – February 2017</i> |
| <i>Branch Manager- Chipata</i> | <i>December 2013 – July 2014</i> |
| <i>Credit Officer- Mbala/Kasama</i> | <i>July 2012 – November 2013</i> |

Communications & Training

Developed a capacity building and outreach program to improve public understanding VFZ procedures, policies, terms and conditions financial education etc. Regularly reported on field activities to the Chief Operations Officer/Program Director for publication in the Vision Fund International (VFI) newsletters and in trade association journals. Organized meetings and discussions with World Vision Zambia and other partners to foster an open dialogue to dispel the myths of harsh credit terms and the needed credit reforms to improve on access by the financially excluded population. Responsible for reporting on beneficially social performance indicators (Gender included)

Private Sector Development

Collaborated with Kickstart International, SARO, and other key players in the development of financial products meeting the needs of smallholder producers. Other players were key in building production/productivity capabilities before Vision Fund Zambia could provide credit. Over 500 smallholder farmers benefited from the irrigation package loan in partnership with Kickstart International and SARO

Facilitation of New Partnerships

Created a matrix of indicators that accurately track financial sector development in Zambia, providing the Donor Assistance Group with a monitoring and evaluation tool. Worked to develop new public-private partnerships with WFP, Mayfair, DAPP and MoA, to facilitate for credit to clients that were hit by drought in Southern Province (Recovery Lending)

Project Management

Created and oversaw the project's performance monitoring plan collecting all data and completed the required monitoring and evaluation to report to Vision Fund International (VFI) on a regular basis. Managed the project's branding strategy and ensured compliance.

Was in charge of the whole agribusiness portfolio for Vision Fund Zambia including product design/implementation

Managed the team of credit officers who were responsible for client acquisition and portfolio management. Ensured that loan appraisal was done as per credit manual and portfolio at risk was kept within range.

Plant Agrichem Services Limited

Branch Manager

January 2010 - January 2012

Full-time

Business Management

Managed the branch sales and ensured sales targets are met. Trained and provided guidance to field-based staff on technical agronomy support to farmers, financial compliance, and general administration.

Field Experience

Attended field days to present company products available on the market.

EDUCATION

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| University of Lusaka, School of Post Graduate Studies <i>Executive MBA Leadership and Wealth Creation</i> Concentrations: Innovations for development, sustainable development and the environment, financing, leadership, politics and culture, economics Course work: Thesis on sustainable enterprises | Lusaka, Zambia (Part time program) November 2022 |
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| Digital Frontiers Institute <i>Certified Professional in Digital Finance</i> Concentrations: Digital Economy | Cape Town, SA (Online Program) December 2022 |
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| Institute of Export <i>Diploma in International Trade</i> Concentrations: Economics, and International Trade Relevant Coursework: International Trade Theory, Economic Development Theory, International Macroeconomics & Finance | Peterborough, UK (Online/Part-time Program) May 2015 |
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| Cooperative College <i>Diploma in Agribusiness</i> Concentrations: Economics, Agribusiness Management, Marketing, Rural Development, Finance and Accounting. Relevant course work: Project Management, Agribusiness/Trade | Lusaka, Zambia (Full time) July 2010 |
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| Cooperative College <i>Certificate in Cooperative Development and Agribusiness Management</i> Concentrations: Cooperatives organization and development | Lusaka, Zambia (Full time) July 2009 |
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PROFESSIONAL SKILLS

Foreign languages: English (Fluent and fair)
Software Skills: Microsoft Office, Lotus Notes.
Other courses attended;

1. Making Microfinance work (III): Managing Product diversification- organized by International Trade Center (ITC)
2. Managing Portfolios for Growth for Microfinance Managers- organized by ACCION
3. Management skills training – organized by Frankfurt school of Finance and Management
4. Loan Officer Training Program- Organized by Vision Fund Zambia (VFZ)
5. Branch Manager Compliance Training Program- Organized by Vision Fund International (VFI)
6. Capacity works Training- Organized by GIZ in Addis Ababa, Ethiopia

VOLUNTEER EXPERIENCE

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| Agro Dealers Network of Southern Africa (ADNESA) <i>Position: Secretary General</i> | Johannesburg, South Africa November 2019 – November 2024 |
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Duties

Record minutes at every board executive meeting and circulate to member.
Issue a call for board meetings including preparing the agenda items in liaison with the President
Represent the network at different platform within the confines of organization's policies

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| Men 4 Women Zambia <i>Volunteer/board Member</i> | Lusaka, Zambia March 2020– March 2025 |
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Duties

Support the process of constitution development and NGO registration.

REFERENCES

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