**Curriculum vitae**

1. **Family name: Mnyandu**
2. **First names:**  **Dumisani James**
3. **Nationality: Zimbabwean**
4. **Country of Residence: Zimbabwe**
5. **Contact details:**

878 Off Beema Road, Plot 17. Goodhope, Harare, Zimbabwe

Mobile Number: +263 78328 6295 or +27780248617

e-mail: dmnyandu@yahoo.co.uk

1. **Education:**

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| **Institution**  **[ Date from - Date to ]** | **Qualification obtained:** |
| October 2014 to October 2016: Kalu – Humanitarian Aid Study Centre - Spain | Master’s in International Cooperation and Humanitarian Aid |
| August 2007 to March 2011: University of the Free State – South Africa | Master’s Degree in Development Studies |
| August 1999 to August 2001: - University of Zimbabwe - Zimbabwe | Bachelor of Science Honours Degree in Psychology |

1. **Language skills:** (1 - excellent; 5 - basic)

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| **Language** | **Reading** | **Speaking** | **Writing** |
| *English* | *1* | *1* | *1* |
| *French* | *5* | *5* | *5* |
| *Portuguese* | *5* | *5* | *5* |

1. **Membership** **of professional bodies:**

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| N/A |

1. **Specialisation** Fundraising, donor liaison, proposal writing, grants and contract management, staff capacity development, compliance and risk management.
2. **Present position: Business Development Manager**
3. **Key Skills:** *Writing and analytical skills, Negotiation skills, Networking skills, Analytical skills, Donor engagement and lobbying, Team building skills, Staff capacity building – through in-house training*
4. **Specific experience:**

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| **Country** | **Date from - Date to** |
| Bangladesh | May 2021 to date |
| Papua New Guinea | April 2019 - April 2021 |
| Somalia | October 2018 - March 2019 |
| South Africa | May 2017 - October 2018 |
| Rwanda | May 2016 - April 2017 |
| Guinea Bissau | September 2014 - May 2016 |
| South Africa | April 2014 –September 2014 |
| Mali | July 2013 - April 2014 |
| South Africa | November 2012 –June 2013 |
| Pakistan | April 2012 - October 2012 |
| Democratic Republic of Congo | March 2011 – March 2012 |
| South Africa | August 2010 – March 2011 |
| Zimbabwe | June 2000 – August 2010 |

1. **Professional experience (Formal employment and Assignments/consultancies**)

| **Date from - to** | **Location** | **Organisation** | **Position** | **Description of Duties and achievements** |
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| *May 2021 to date* | Bangladesh | FH Association | Business Development Manager | Responsible for strategic leadership in developing and executing strategies for grant acquisition goals in line with FH Bangladesh’s Country Strategy.  **Achievements to date**   * Developed the first ever organizational resource mobilization strategy * Capacity built staff in USAID rules and regulations |
| April 2019 to April 2021 | Papua New Guinea | World Vision International | Grants Acquisition and Resource Management Manager | Developed and led the operationalization of the fundraising Strategy. Staff Capacity Building- Proposal writing, grants management. **Achievements**  Increased the annual funding portfolio from US$20 million to US$25 million  Achieved a 100% donor retention in fiscal year (FY) 19- 20 |
| Oct 2018-Mar 2019 | Somalia | Oxfam - Novib | Humanitarian Funding Coordinator | Developed Humanitarian Funding Strategy / Planning / Representation. Led the Coordination and Information Sharing/Management systems. **Achievement**   * Raised $3 500 000 for the emergency response program. * Conducted stakeholder mapping and capacity assessment. * Developed a bank of fundable project proposals. |
| Mar 2018 -Oct 2018 | South Africa | Freelance Consultancy | Business Development | Capacity built of CSOs in resource mobilization, and of CSOs in and Grants and Contract management; developed resource mobilization tool kits.  **Achievements**   * Developed grants management tools. * Wrote 2 proposals valued US$500 000. |
| May 2017 – January 2018 | South Africa | African Management Services Company | Head of Business Development | Led Business Development Strategy Formulation, Planning and Execution. Ensured appropriate Entrepreneurship Development projects for SMEs. **Achievements**   * Facilitated an off-taker deal Zambia Sugar market linkages for Manyonyo irrigation scheme. * Facilitated US$500 000 Incubator project for 20 SMEs. |
| May 2016-April 2017 | Rwanda | Plan International | Business Development Manager | Led New Business Development initiatives. Facilitated donor and stakeholders’ engagement. Led proposal development. Conducted a Business Development and Grant Acquisition Capacity Development. ***Achievements***   * Developed a solid fundraising strategy and fundraising plan. * Raised a sum of US$7 000 000 * Improved grants compliance 80% donor retention |
| Sept 2014-May 2016 | Guinea Bissau | Plan International | Business Development Manager | Led New Business Development and proposal writing. Donor and stakeholders’ engagement. Led proposal development. Oversaw grants compliance. ***Achievements***   * Developed a solid fundraising strategy and fundraising plan. * Raised a sum of $2,072,000 * Pre-positioned for a $ 4 500 000 Multi-year WFP school feeding program, which was later acquired. |
| April 2014 –Sept 2014 | South Africa | Freelance Consultancy | Business Development Associate | Developed fundraising strategies based on key fundraising tools. Ensure project quality assurance.  **Achievements**   * Conducted an EC end of project evaluation. * Capacity built local staff on proposal and report writing for KwaZulu Natal Society for the blind. * Improved grants and internal compliance for KwaZulu Natal Society for the blind. |
| July 2013-April 2014 | Mali | World Vision International | Humanitarian Emergency Response Program Officer – Grants Resource | Led the humanitarian team to fundraise for the North Mali response program.  **Achievements**   * Developed the humanitarian response strategy. * Raised $2 500 000 for the response program. * Capacity built local staff members on proposal writing and budgeting. |
| Nov 2012 – June 2013 | South Africa | Freelance Consultant | Business Development Associate | Developed organisational fundraising strategy; Oversaw progress reports writing.  **Achievements**   * Capacity built local staff on proposal and results based report writing * Improved grants and internal compliance |
| April 2012 - Oct 2012 | Pakistan | World Vision International | Senior Program Officer | Stakeholder engagement and management. Led grants acquisition process. Led grants contract Knowledge management.  **Achievements**   * Raised US$2 000 000 from WFP. * Managed a funding portfolio of US$ 12 000 000 for 20 agro-businesses. |
| March 2011 – March 2012 | Democratic Republic of Congo | World Vision International | Program Officer | Donor liaison under Humanitarian Affairs Emergency program. Program quality assurance. Sub-grantee management.  **Achievements**   * 100% donor retention rate * Raised US$7,336,650 for the emergency response program. |
| August 2010 - March 2011 | South Africa | Kwazulu Natal Society for the Blind | General Manager | Oversaw Strategic human resources management systems. Developed a five-year strategy and operational plans. Represented the organisation at relevant meetings with stakeholders, Oversaw financial functioning and budget management.  **Achievements**   * Raised US$1 400 000 for hostel renovations. * Facilitated market linkages for Micro enterprises for blind people. * Facilitated $300 000 financial linkages for Micro enterprises for blind people. |
| June 2010-Aug 2010 | Zimbabwe | World Vision International | Southern Africa - Program Officer | Assisted the HEA Advisor to motivate and inspire new institutional support. Ensured that National Offices complied with humanitarian standards. Identified and capacity built rapid response candidates for placements in emergency response programs.  **Achievements**   * Successfully engaged and built strong relationships with Academic Research from Wits University, University of Zimbabwe and University of KwaZulu Natal on SARO DRR initiatives * Raised $ 1,000,000 for Disaster Risk Reduction for three National Offices * Helped to establish as strong pool or DRR response team |
| April 2007-May 2010 | Zimbabwe | World Vision International | Program Officer | Designed concept notes and proposals. Liaised with Finance Grants Officers in tracking expenditures and guided implementing departments and partners in budgetary control. Wrote monthly, quarterly and annual program reports,  **Achievements**   * Ensured donor compliance donor. * Developed winning proposals with a total value of US$ 2 100 000 |
| June 2000-Mar 2007 | Zimbabwe | African Network for the Prevention and Protection Against Child Abuse and Neglect | Program Manager – Child Protection | Promoted and upheld the rights of children through partnerships and child participation.  **Achievements**   * Established/strengthened community based protection institutions and structures. * Established systematic referral system |

1. Publications

N/A

1. **Professional Referees**

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| Mr. Clement Chipokolo  Director, Program Operations  World Vision International – Papua New Guinea  E-mail: [clement\_chipokolo@wvi.org](mailto:clement_chipokolo@wvi.org). | **Mr. Allassane Drabo**  **Country Director**  **Search for Common Ground – Guinea**  **Email:** [adrabo@sfcg.org](mailto:adrabo@sfcg.org)**.** |
| **Ms. Zanele Radebe**  **HR Executive**  **African Management Services Company**  **Email:** [zanele.radebe@amsco-africa.com](mailto:zanele.radebe@amsco-africa.com). | **Mr. Tawanda Chisango**  **Chief of Communication**  **African Leaders Malaria Alliance**  **Email:** [TChisango@alma.org](mailto:TChisango@alma.org)**.** |