

DAVID MONKMAN

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INTERNATIONAL BUSINESS EXECUTIVE, DIVISION HEAD, OR SMALL COMPANY CEO

Corporate Social Responsibility | New Market Penetration | Business Expansion

CAREER BRAND: Highly entrepreneurial, results-driven executive with 12-plus years' experience as CEO or senior executive designing and implementing comprehensive enterprise development programs and market expansion strategies for multinational corporations, non-profits and government sponsors. Used to operating in fast-paced, often chaotic situations. Lived in seven countries, worked in 25, enjoying the challenge of opening up new territories, introducing new products, and creating the vision. Build operational infrastructures that systematize processes and create corporate accountability. Strong skills in product conceptualization and development, project consultancy & management, B2B sales & marketing, finance & capital markets, and customer relationship management (C-level, board members, partners, etc.).

LEADERSHIP: Exceptional relationship manager with the ability to quickly win stakeholder trust. Recognized as a natural CEO and leadership coach with high EQ, building empowered and talented workforces in cross cultural and cross functional environments with a customer-centric philosophy.

TARGET ROLE: Ideal CEO for smaller high growth company interested opening new territories or accessing international markets, or Division Head in multinational company in charge of corporate social responsibility or sustainability.

Core Competencies:

Organizational Design
Strategic Planning
Multi-Site Operations
Revenue & Profit Growth

Team Building & Leadership
End-to-End Process Development
Sales & Marketing Management
Global Market Development

Stakeholder Management
Business Partnering
Project & Program Management
Financial Management

EXECUTIVE LEADERSHIP ACHIEVEMENTS

INSTITUTE FOR SUSTAINABLE COMMUNITIES (ISC) – Guangzhou (based), Dhaka, Mumbai [2014 – Pres.] Sustainable Manufacturing Network Director

RESPONSIBILITIES: Constructing a self-sustainable social franchise with four non-profit training centers in Asia, training mid-level managers on how to reduce factory waste, lower emissions, and strengthen worker health and safety. Manage 20 staff (through 6 direct reports) in four countries with an annual budget of \$3 million, reporting to VP of International Programs.

ACHIEVEMENTS: *Secured board approval to make substantial investments in curriculum IP and franchising/licensing capabilities – to improve training quality, consistency, and operational / financial sustainability.*

- Lead teams in four countries, across 12 time zones and JVs with four universities.
- Introducing comprehensive improvements to management systems, marketing and business development practices.
- Developing complementary non-training service offerings, accelerating buyer and supplier championship for supply chain CSR and sustainability.

ENTERPRISE QATAR – Doha, Qatar [2012 – 2013] Principal of Business Support Services

RESPONSIBILITIES: Spearheaded launch of 4 new national economic development initiatives for country, directing a team of 10 professionals with \$11M+ annual budget. Led incubation, advisory and client support services functions, reporting to CEO.

ACHIEVEMENTS: *Reversed failed launch of department and services. Developed all internal processes and led in formation of key business partnerships to improve effectiveness of initiatives.*

- Won CEO support to develop a self conceived \$10M+ government procurement program to support local suppliers.
- Led planning efforts to establish two business incubators, one in technology sector and the other in fashion.
- Led national business plan competition, in partnerships with the MIT Pan Arab business plan competition.

NATIONAL BUSINESS INCUBATION ASSOCIATION – Athens OH, USA [2009 – 2012] President & Chief Executive Officer

RESPONSIBILITIES: Recruited in international leadership search to grow international operations and turn around performance in the midst of an economic free-fall that cut industry revenues by 30% and tradeshow attendance by 25%. Directed 15 staff in two countries with \$1.8 million annual budget.

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ACHIEVEMENTS: *Grew gross sales by 24% and tripled number of revenue sources over tenure. Expanded operations into Mexico. Reorganized company, increasing its efficiency and sustainability.*

- Managed 24 new networking, training and consulting events.
- Increased outreach to non-members by 50% over tenure, and improved member satisfaction from 89% to 93%.
- Provided expert testimony to the US Congressional Subcommittee on Small Business and co-drafted a Bill as well as an Amendment for House- and Senate-initiated legislation, respectively H.R. 5411 and S. 782.
- Featured interviewee on CNBC and other broadcast and print media, and speaker at 15 international conferences.

SME BUSINESS SUPPORT FUND – Lahore, Pakistan [2006 – 2008]

Chief Executive Officer

RESPONSIBILITIES: Launched new small business support agency, developing a national footprint with 4 offices, 6 direct reports & 30 total staff, managing a budget of \$7.5M. Reported to the board of directors, the Ministry of Finance, and the Asian Development Bank (ADB). Directed strategy, finance, sales & marketing, operations, and HR.

ACHIEVEMENTS: *Created new business model, operational structure, and multi-channel marketing and distribution strategy from zero. Project exceeded targets by 40%, and was subsequently regarded among ADB's most successful for Pakistan.*

- Co-invested in over 750 consulting projects, assisting 600 companies, unlocking more than 10,000 consulting days of service for small and medium size companies.
- Boosted clients' profitability by 9%, and increased employment generation by 8%, generating more than 3000 new jobs.
- Grew clientele by 15% each month, with channel partners delivering more than 40% of overall new business.
- Interviewed regularly by broadcast and print reporters, and presented at 80 workshops and four international conferences.

ANICAP VENTURE PARTNERS – Johannesburg, South Africa [2002 – 2005]

Managing Director

RESPONSIBILITIES: Led team of 6 partners in the establishment of a business advisory firm, developing the investment readiness of small and emerging companies. Founded company and oversaw strategy, intellectual property, sales, operations and finance.

ACHIEVEMENTS: *On competitive basis, won proof-of-concept/seed funding to evaluate feasibility of three national economic development initiatives.*

- One company received free incubation by PWC for a year, and was described by the chief economist at the Bureau of Economic Research as one of the most innovative approaches to national economic development ever considered.
- Mentorship to five companies resulted in bankable private placement memoranda for real estate development company.
- Formulated community-based business models for a construction management company and a non-profit organization.

ASIAN DEVELOPMENT BANK (and similar) – South Africa, Zimbabwe, Armenia, Bangladesh, Mexico, Qatar, Burundi [1993– Present]

Small and Medium Sized Enterprise Development Consultant

RESPONSIBILITIES: Led consulting teams on 10 international projects, for twelve organizations – including national governments, bi-lateral and multilateral development agencies, and private companies – focused largely on private enterprise development.

ACHIEVEMENTS: *International projects advanced national business-creation processes and helped small, medium, and large companies become more competitive and sustainable. Thought leader on new venture creation and tech commercialization.*

- South African government's identification of new SME programs that would encourage job creation.
- European Commission's Mission in Bangladesh to introduce a new focus on cluster competitiveness programming.
- Major Asian Development Bank loan to government of Armenia was conditioned upon support to women entrepreneurs.
- Northern Mexico incubators were rated for their suitability to support new clean technologies.

EARLY CAREER PROFILE AND OTHER EXPERIENCE

Nine years of wide-ranging capital markets experience at seven financial services companies specializing in asset management, investment banking, foreign currency trading, derivatives, and real estate.

SME BUSINESS SUPPORT FUND ▪ Board Member ▪ 2006-2008

EDUCATION

LONDON SCHOOL OF ECONOMICS ▪ MSc Economic History
UNIVERSITY OF ARIZONA ▪ BSc Finance and Economics