

ERIC SCHEMP

SUMMARY OF QUALIFICATION:

Mr. Schempp has seven years' experience in international development, business planning and economic recovery, with a specialty in large scale projects that bridge the gap between the public and private sectors. Prior to working with PH international, he served as Coordinator of Economic Recovery for the International Rescue Committee's USAID-funded Market Led Agricultural Economic Recovery program in the North Caucasus. He is highly familiar with USAID's programs, goals and objectives.

EDUCATION:

MIM/Masters in International Management

Thunderbird, School of Global Management, Glendale, Arizona

MBA/Masters of Business Administration

University of Colorado, Denver, Colorado

BA in Marketing

University of Wyoming, Laramie, Wyoming

LANGUAGES: English – Native; Russian – Conversant

EXPERIENCE:

North Caucasus Entrepreneur Capacity Building Program, September 2010 - Present

PH International, Moscow, Russia, September 2010 – Present.

- Provide overall management of the public-private partnership program in cooperation with USAID and Cisco Systems.
- Oversees all staff, both locally and remotely.
- Manage program budgets and make sure they adhere to donor requirements.
- Aligns program activities with USAID's mission in Russia as well as other USG initiatives and follow all reporting requirements.
- Ensure sustainability of programs by building capacity with solid partner organizations (public and private) and maintain relations.

Coordinator of Economic Recovery, Nov. 2008 – March, 2010

IRC – Northern Caucasus

- Oversaw a team of 11 local nationals which successfully developed a model to lead economic recovery efforts in Chechnya. The model involved bringing businesses and local communities together while repairing the missing link that prevented these relationships from forging on their own. Projects required financial investment from all stakeholders to ensure long-term sustainability well beyond the life of the grant.
- Managed the economic recovery sector (\$2.6 million) of a USAID grant focusing on Market Led Agricultural Economic Recovery.
- Followed all USAID and IRC procurement regulations.
- Submitted 5 ER Checklists and Leopold Matrices in order to show that projects undertaken would have minimal impact on the environment and that mitigation measures were in place.
- Formed 12 cooperatives, the largest number initiated by one organization in Northern Caucasus since the Chechen wars. The cooperatives were independent entities and gave farmers a platform from which to begin negotiations with agribusinesses that were interested in the products they produced (Cheese, Milk, Alfalfa Seeds, Corn, Turkeys, Potatoes, Tomatoes).
- Created a modified business plan structure specifically for MLAER and wrote 3 plans for 8 cooperatives to ensure that all projects were market driven, profitable and could be sustained for a minimum of 5 years. Estimated profit resulting from these projects exceeds \$3 million.

Development Director, Oct. 2007 – Nov. 2008**Program Director, Oct. 2005 – Oct. 2007*****MiraMed (<http://www.miramed.org>) Moscow, Russia***

- Develop social projects in conjunction with corporate leaders that exceed \$1MM and span 15+ cities in Russia. Projects are successful because business concepts are incorporated into grant management resulting in sustaining endeavors that meet the needs of the community and demands of businesses furthering overall civil society in Russia.
- Oversee 3 Russian NGOs and their operations, budgets, management and staffing (2 expatriates, 35 local nationals).
- Conceptualize strategies and oversee the branding of the entire organization. Increase capacity for MiraMed and all partner NGOs by developing ideas and writing grants for projects that span numerous organizations and incorporate cost sharing.
- Built an online holiday card business (<http://www.miramedcards.org>) grossing more than \$100,000 p.a. Manage the inventory, marketing, pricing, production, sales, delivery, supply chain and CRM (customer relationship management).

Marketing and Operations Consultant, March 2005 – Oct. 2005***Boulder Sausage, Boulder, Colorado***

- Organized focus groups to understand consumer behavior while monitoring and evaluating sales which exceeded 30,000 pounds per week.
- Redesigned packaging to increase the shelf life of 9 fresh products.
- Completely overhauled inventory management system to ensure the company would pass government and manufacturer audits.
- Improved demand chain management (consumer pull) to enhance product-to-market excellence resulting in a 5% increase in sales.
- Evaluated the entire value chain to ensure the company was operating in the most streamlined manner possible and adding the greatest value to each product with minimal additional cost.

Strategic Marketing Analyst - 2004***Lufthansa Airlines, San Francisco, California***

- Pioneered marketing implementation strategy of FlyNet Broadband technology for the western United States.
- Organized, facilitated, and managed inter-university case competitions to promote FlyNet idea generation.
- Developed strategic partnerships with multi-national corporations (T-Mobile, Apple Computers) to support market penetration of product launch.

Small Business Developer & Facilitator 1999-2001***Peace Corps, Lodeynoye Pole and Uglich, Russia***

- Utilized \$10,000 in grants to develop two start-up business projects (carpentry & sewing) in Lodeynoye Pole and Uglich.
- Taught Business Administration courses at Yaroslavl State University to 75 students.
- Developed a business plan for a start-up pig farm with the end goal of a fully self sustainable business. Created innovative, informative website to promote agricultural/livestock development