

## CURRICULUM VITAE

### Andrew Seward

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#### PROFILE (BIO)

**Current position:** Technical Lead, Inclusive Economic and Systems Development

**Education:**

BA History, Kings College London

MSc International Public Policy, University College London

Executive MBA, University of Cambridge (Ongoing)

**Languages:** English (Mother tongue)

**Profile statement:** Andrew is an international market systems development specialist with 15 years of experience in designing, implementing, and evaluating medium and large-scale economic growth and government reform programmes. He provides an informed and practical perspective on working in frontier markets, based on extensive political economy and development experience, tested in difficult environments; and a sound knowledge of qualitative and quantitative research techniques.

#### KEY QUALIFICATIONS

Coaching & leadership, scaling ventures, systems thinking, portfolio management, research, business model innovation, adaptive management, product development

#### PROFESSIONAL EXPERIENCE

<p><b>Institution:</b> Swisscontact <b>Date:</b> 01.2023-Present</p>	<p><b>Position: Technical Lead, Inclusive Economics &amp; Systems Development</b></p> <ul style="list-style-type: none"> <li>- Lead on the technical delivery of Advisory, Training and Research work for Swisscontact's Inclusive Economics &amp; Systems Development Circle</li> </ul>
<p><b>Institution:</b> Antler Nordics <b>Date:</b> 08.2022-12.2022</p>	<p><b>Position: Entrepreneur-in-Residence</b></p> <ul style="list-style-type: none"> <li>- Invited to become a member of the Antler Nordics Fall 2022 Cohort. Antler is a global early-stage VC that builds and invests in ground-breaking technology companies. Collaborated with fellow entrepreneurs to build their pre-seed ventures.</li> </ul>
<p><b>Institution:</b> MarketShare Associates <b>Date:</b> 08.2021-08.2022</p>	<p><b>Position: Senior Specialist</b></p> <ul style="list-style-type: none"> <li>- Ongoing strategic advice to a \$24m USAID-funded agricultural market development programme in Uganda, including portfolio reviews, action research, and guidance on private sector development.</li> <li>- Led an assessment of the West Bank and Gaza's Business Environment for a £15m UKAID-funded Trade Facilitation Programme in the Palestine Occupied Territories.</li> <li>- Led the design of cutting-edge ex-post impact assessments of USAID Feed the Future's market systems development portfolio, looking at measuring and evaluating systemic changes.</li> </ul>
<p><b>Institution:</b> Kadale Consultants <b>Date:</b> 12.2018-08.2021</p>	<p><b>Position: Team Leader, PROSPER-Markets</b></p> <ul style="list-style-type: none"> <li>- Management and leadership of a £2.7m market systems development initiative funded by the FCDO (formerly DFID), working to improve rural Malawians' access to products, services, and markets that will help them to improve their productivity, incomes, and livelihoods.</li> <li>- Investment, business coaching &amp; ongoing support to a wide range of Malawian market actors, including agri-businesses, business associations and policymakers.</li> </ul>

	<ul style="list-style-type: none"> <li>- Managing relationships with the programme's consortium partners (INGOs and UN Agencies), to embed market systems thinking across the wider PROSPER programme.</li> <li>- Delivering research that contributes to understanding and identifying potential market development opportunities and political economy risks in Malawi.</li> </ul>
<b>Institution:</b> IMC Worldwide <b>Date:</b> 08.2018-12.2018	<b>Position: Consultant</b> <ul style="list-style-type: none"> <li>- Facilitating internal lesson learning, and close-out workshops for the UKAID Malawi Oilseeds Sector Transformation programme (MOST).</li> <li>- Conducting an endline Value for Money assessment of the programme</li> </ul>
<b>Institution:</b> Integrity Research <b>Date:</b> 11.2017-05.2018	<b>Position: Senior Consultant</b> <ul style="list-style-type: none"> <li>- Business Development Lead for Integrity's Africa and South Asia portfolios, overseeing business development strategy and account management for new and upcoming opportunities in both regions.</li> <li>- Technical advice to DFID and FCO monitoring, evaluation and learning programmes in Somalia (DFID's Learning and Accountability Somalia programme) and Pakistan (CSSF Research and Evaluation Pakistan).</li> </ul>
<b>Institution:</b> Bature Brewery <b>Date:</b> 06.2018-Present	<b>Position: Co-founder; Director</b> <ul style="list-style-type: none"> <li>- Start-up of West Africa's first craft brewery, now competing with major multi-national brands in all of Nigeria's major cities</li> <li>- Co-designed Bature's core business model and product range.</li> </ul>
<b>Institution:</b> Adam Smith International <b>Date:</b> 10.2014-10.2017	<b>Position: Manager; Consultant</b> <ul style="list-style-type: none"> <li>- Managing the DFID-ENABLE2 programme (Enhancing Nigerian Advocacy for a Better Business Environment Phase II) programme, a £16.9m DFID-funded business enabling environment programme applying a market systems approach.</li> <li>- Technical advice and project management of the DFID, EU and World Bank-supported Nigeria Growth and Employment in States III (GEMS3) programme's Business Environment Reform, Market Linkages, and Investment Promotion work.</li> <li>- Technical advice on market linkage, market systems development, and value chain development programming, including the MOST (Malawi Oil Seeds Transformation) Zimbisa (Business Advocacy development in Zimbabwe) and Mafita (Youth Employment and Skills Development in Northern Nigeria) programmes.</li> </ul>
<b>Institution:</b> Frontier Extension Services <b>Date:</b> 01.2013-12.2014	<b>Position: Co-founder; Director of Research</b> <ul style="list-style-type: none"> <li>- Designing FES' business model and international business development strategy.</li> <li>- Procuring &amp; managing FES' strategic, creative and research subcontractors.</li> <li>- Coordinating research and analysis of FES' global GIS research programmes in Pakistan &amp; Sub-Saharan Africa.</li> </ul>
<b>Institution:</b> British Council <b>Date:</b> 12.2009-02.2013	<b>Position: Consultant</b> <ul style="list-style-type: none"> <li>- Managing the global Climate4Classrooms Programme, a multi-national educational and communication platform on climate change mitigation and resiliency.</li> <li>- Developing and implementing the Climate4Classrooms global strategy and management structure.</li> </ul>

## REFERENCE PROJECTS

2021-22; USAID Feed the Future; Uganda; [Inclusive Agricultural Markets](#); Market Systems Development

2021-22; FCDO; Palestine; [Tasdeer](#); Trade Facilitation

2021-22; USAID Feed the Future; Global; [Market Systems and Partnerships](#); Market Systems Development

2018-21; DFID; Malawi; [PROSPER-Markets](#); Market Systems Development

2017-18; DFID; Malawi; [MOST](#); Market Systems Development

2017; DFID; Nigeria; [Mafita](#); Value for Money

2017; DFID; Zimbabwe; [Zimbisa](#); Value for Money

2016-17; DFID/EU/World Bank; Nigeria; [GEMS3](#); Business Environment Reform

2016-18; DFID; Nigeria; [ENABLE2](#); Market Systems Development