

CURRICULUM VITAE

Rob Hitchins

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PROFILE (BIO)

Current position: Senior Advisor | Market Development Facility
Senior Strategist & Advisor | Swisscontact
Director | Springfield Centre

Education:

Microfinance Training Programme, Economics Institute, University of Colorado, Boulder, USA, 1999
B.Sc (Hons) 2.1, Economics, University of Hull, 1991

Languages: English (mother tongue), Indonesian (fluent)

Profile statement:

Rob has global experience in inclusive business and market systems development in agriculture, manufacturing and service sectors. He advises numerous organisations on strategy and implementation of inclusive growth, sector development, public-private partnership and regulatory reform initiatives, and on increasing private sector engagement in social sectors, e.g. health, education and water. Rob advises Swisscontact on inclusive economic development and leads the Springfield Centre's knowledge and training activities. He is also experienced in M&E. An economist by training, Rob worked at KPMG before establishing an adventure tourism business in Asia.

KEY QUALIFICATIONS

- Consultancy and strategic advice
- Training and mentoring
- Programme design and evaluation
- Implementation trouble shooting
- Results measurement
- Economic analysis and market research (including value chain analysis)
- Private sector engagement and partnerships (including ESG/CSR)
- Market system development/inclusive systems development

PROFESSIONAL EXPERIENCE

Institution: Swisscontact, Switzerland Date: 2022 – present	Position: Senior Strategist & Advisor Swisscontact promotes inclusive economic, social and ecological development and aims to make an effective contribution towards sustainable and widespread prosperity in developing and emerging economies. It provides implementation advisory, training and research services. The Senior Strategist & Advisor supports Swisscontact's leadership in relation to inclusive economic development strategy, thought leadership and internal capacity development.
Institution: Springfield Centre for Business in Development Ltd, UK Date: 1997 – present	Position: Director The Springfield Centre specialises in market development in low and middle-income economies. The Centre's ethos is that successful, inclusive economic development must be systemic in nature and shaped by a stronger market orientation. Specific areas of expertise include business and financial services, enabling environment, sector promotion and SME development. The Centre's main types of activities are training, consultancy, research, and implementation support.
Institution: Swisscontact Date: 2018 – present	Position: Senior Advisor MDF, Asia Pacific Market Development Facility (MDF) is a multi-country initiative MDF is funded by the Australian Department of Foreign Affairs and Trade (DFAT) and New Zealand's Ministry

	of Foreign Affairs and Trade (MFAT), implemented by Palladium and Swisscontact. MDF works with the private sector, industry bodies and governments in the Asia-Pacific region to help farmers, firms and workers become more competitive and generate income. MDF has a major focus on climate change, and has worked in agriculture, manufacturing and service sectors in Pakistan, Sri Lanka, Timor-Leste, Papua New Guinea, Fiji and other Pacific island countries. The Senior Advisor is responsible for ensuring portfolio quality, building and maintaining technical capacity of the team; advising the Team Leader on programme strategy and performance; supporting implementation and results measurement teams; and providing technical input and quality assurance for MDF communications.
Institution: PT Ebony Wisata, Palu, Indonesia Date: 1993 – 1997	Position: Owner/Manager Established a specialist adventure and ecotourism business in a remote part of Eastern Indonesia. This involved developing a business plan, product development, marketing, staff training, government liaison and community development. After the withdrawal of the local partner, complete responsibility for the entire operation was assumed, as owner/manager.
Institution: KPMG, Plymouth, UK Date: 1992 – 1993	Position: Auditor Accountancy and audit services with a variety of commercial organisations. Secondment to small business services.

REFERENCE PROJECTS

Institution: Springfield Centre for Business in Development Ltd Date: 1997 – present	Position: Training programmes on Making Market Systems Work for the Poor and Business Development Services, UK/GLOBAL Programme Director for Springfield's international training programmes. These programmes cover the latest thinking and practices in designing and implementing market-oriented approaches to inclusive economic development, including intervention rationale, market assessment, sustainability analysis, monitoring and evaluation and innovative intervention experiences from a variety of contexts.
Institution: Springfield Centre for Business in Development Ltd Date: 2013 – 2022	Position: Strategic Review Panel, PRISMA, DFAT, Indonesia Australia's DFAT commissioned PRISMA programme (originally known as Australian-Indonesian Programme-Rural (AIP-Rural) to promote economic development in eastern Indonesia. This ten-year initiative has a budget of AUD200m and focuses on agricultural market development. The SRP monitors overall portfolio balance and performance and advises the programme's funder and management on strategic direction. This has included a review of the Partnership for Indonesia Sustainable Agriculture (PISAgro), a public-private initiative involving twenty-four large firms and public organisations that aims to help Indonesian government increase agricultural production and improving the livelihoods of smallholder farmers.
Institution: Springfield Centre for Business in Development Ltd Date: 2017 – 2018	Position: Strategy coaching for Center for Financial Inclusion (Accion), Global CFI, part of Accion, is a think tank that focuses on financial inclusion, including expanding demand- and supply-side data, and pushing out the frontiers of finance in areas like fintech and SME and agricultural finance. This assignment supported CFI's strategic change process to help redefine CFI's role and ambition; introduced a more systemic understanding of financial inclusion and identification of under-served areas; built team capacity; and identified practical implications for CFI's approach.
Institution: Springfield Centre for Business in Development Ltd Date: 2018 -2022	Position: Advisor, Sustainable Cocoa Production Programme, Seco, Indonesia Supporting re-orientation of Swisscontact's flagship sector development initiative, so that it helps build the private sector's ability to support cocoa farmers in their supply chains, to ensure the sustainability of farmer support. This includes testing innovations in supply chain management practices and adapting tools such as Social Network Analysis, to make support to farmers more targeted and tailored, and consequently more effective and efficient.
Institution: Springfield Centre for Business in Development Ltd	Position: Advisor, CGAP, Global Advisor to CGAP's assistance to donors and DFIs to adopt a systemic approach in their support for advancing financial inclusion. Inputs included training key CGAP staff and

Date: 2014 – 2018	consultants on market development, providing advisory support to the preparation of new funder guidelines on best practices in market development, and improving monitoring and evaluation practices for financial inclusion initiatives to the preparation of new funder guidelines on monitoring and evaluation.
Institution: Springfield Centre for Business in Development Ltd Date: 2013 – 2018	Position: Strategic Advisor, the Gatsby Charitable Foundation, East Africa Established by David Sainsbury (of the UK retail giant) as an endowed grant-making trust in 1967, with approximately GBP1bn to distribute to charitable causes, a key focus of GCF is economic development in Africa. GCF is a funder and designs and delivers its own initiatives. Leader of Springfield Centre's support to GCF, which comprises advising on overall strategy development, technical advice to individual country-level initiatives, and helping to strengthen monitoring, results measurement and learning practices across the organisation.
Institution: Springfield Centre for Business in Development Ltd Date: 2014 – 2016	Position: Advisor for development of training programme on financial inclusion, Financial Sector Deepening (FSD) Africa, multiple funders, Africa FSDA is a financial sector deepening trust that aims to expand access to financial services for the poor. An Advisor to assist FSDA design and deliver MSD training programmes to build the capacity of FSD staff to enable them to implement their work more effectively, as well inform the design of other knowledge-sharing and skills development activities.
Institution: Springfield Centre for Business in Development Ltd Date: 2013 – 2016	Position: Expert Panel on Rural Enterprise Development, DFAT, Asia Pacific A member of the Advisory Panel established by DFAT to support its work in Rural Enterprise Development. The Panel provides high-level strategic advice on demand to DFAT's technical units on rural enterprise issues. It also serves as a rapid contracting mechanism for Panellists to work more operationally in support of DFAT's field programmes. Inter alia, this has included a large-scale thematic review of DFAT's rural development portfolio in the region and guidance on the challenges the agency faces in scaling up its programming in response to substantial ODA budget increases.
Institution: Springfield Centre for Business in Development Ltd Date: 2012 – 2016	Position: Advisor, Market Assistance Programme, DFID, Kenya DFID's Market Assistance Programme focuses on stimulating systemic change in several rural markets, including dairy, livestock, agricultural inputs and also non-urban water supply. MAP is implemented through a Kenyan organisation, the Kenya Markets Trust, with the intention of building long term implementation and advocacy capacity in the region. Responsible for advising MAP/KMT's management and board and supervising a range of Springfield technical inputs to the programme.
Institution: Springfield Centre for Business in Development Ltd Date: 2008 – 2013	Position: Technical Director, Propcom/Propcom Mai-karfi, DFID, Nigeria DFID's Propcom/Propcom Mai-karfi programme is a multi-phase initiative with a mandate to work in a variety of market systems (agricultural and non-agricultural value chains, trade and services – including 'basic' services) to stimulate change which will benefit at least 500,000 poor people, with a particular focus on women. Initially, Advisor and then Technical Director, responsible for establishing overall programme strategy and approach, staff and partner capacity development, technical guidance, monitoring, results measurement and learning.
Institution: Springfield Centre for Business in Development Ltd Date: 2010 – 2011	Position: Strategy development for Partnership in Niger Delta, Chevron, Nigeria Chevron established an autonomous foundation to promote sustainable economic development in the Niger Delta, with initial funding of USD50m over 10 years. Springfield trained key personnel and provided support to develop PIND's strategy and initial focus of operations, and had a strategic and technical advisory role, including monitoring and evaluation and knowledge management. [2010-2011]
Institution: Springfield Centre for Business in Development Ltd Date: 2009	Position: Review of the Enter-Growth Project, ILO / Sida, Sri Lanka Enter-Growth aims to generate pro-poor economic growth through an integrated approach to MSE development, combining in particular LED and value chain methodologies. The review assessed the effectiveness of the project strategy in terms of its outputs, purpose and goal and found that whilst the project's preliminary activities showed signs of promise, greater strategic clarity and coherence was needed if the project was to achieve its objectives. The review assisted the project team to bring together a diversity of activities, methodologies, stakeholders and intervention

	levels to develop conceptual clarity, more focused intervention strategies and a tighter approach to M&E.
Institution: Springfield Centre for Business in Development Ltd Date: 2007 – 2013	Position: Support to Katalyst, DFID/SDC/CIDA/Netherlands, Bangladesh Katalyst engaged Springfield to provide strategic support to management over its first two phases. This entailed periodic reviews of Katalyst's portfolio of sectors and interventions, advice to management and staff capacity building. A critical element of support was the assessment of Katalyst's performance, information gathering and the preparation of case studies for learning and communication purposes.
Institution: Springfield Centre for Business in Development Ltd Date: 2004 – 2008	Position: Technical Advisor to Employment and Income Division, SDC, Global E&I Division is part of SDC's Technical and Thematic Department, charged with providing technical support and guidance to other parts of SDC (and other stakeholders) on a diverse range of fields, including financial services, business development, and vocational education and training. To improve its ability to do this, the E&I Division mandated an international consortium of external Advisors to assist it identify salient new topics and trends and prepare and disseminate information for relevant stakeholders. Springfield co-managed a consortium of Advisors and was responsible for overall thematic and technical coherence, as well as specialist advice on enterprise development and public-private partnerships.
Centre for Business in Development Ltd Date: 2006	Position: End of programme review of MicroSave Africa, DFID/CGAP, East Africa MicroSave has emerged as one of the world's leading exponents of market-oriented microfinance. As MicroSave was making the transition from donor-funded programme to commercial firm, the review was tasked with assessing the aggregate achievements of the programme over three phases and to identify lessons for its funders in their support of financial sector development. The review concluded that MicroSave had exceeded almost all its targets and achieved notable impacts, particularly in terms of more consumer-oriented practices and products in the financial sector. The review identified the need for funders to shift from supporting individual financial service providers towards strengthening the depth of the financial system in terms of labour force skills, supporting services, information, representation and regulation.

RELEVANT INFORMATION (E.G. PUBLICATIONS)

Making Markets Work for the Poor (M4P): Operational Guide (Second edition). Various authors. DFID/SDC, London/Bern (2015)

Making Markets Work for the Poor (M4P): Synthesis, Perspectives and Operational Guide. Various authors. DFID/SDC, London/Bern (2008)

Making Business Service Markets Work for the Poor in Rural Areas: A Review of Experience. With David Elliott and Alan Gibson. DFID, London (2004)

The Role of Government in BDS Market Development: A Preliminary Review. ILO, Geneva (2002)

Business Development Services: Designing and Implementing More Effective Interventions. Guidelines on implementing BDS best practices, SED Issue Paper No. 5, SDC (2000)

Designing BDS Interventions as if Markets Matter. With Michael Field and Marshall Bear. Paper presenting core concepts, definitions and a diagnostic process for donors and facilitators to design programmes to develop BDS markets, Microenterprises Best Practices (MBP) DAI-USAID, (2000)

The Business Centre Approach to Business Development Services – Assessing the Experience of Swisscontact's Business Centre Approach in Latin America and Asia. A review of an innovative intervention approach to developing commercial BDS suppliers, SED Issue Paper No. 3, SDC (1999)

BRAC Poultry Programme: A Sub-sector Approach to Developing Microenterprises in Bangladesh. A Case Study on Business Development Services for SMEs, DFID (1999)

The Kenya Management Assistance Programme: Innovative Delivery of Counselling and Training. A Case Study on Business Development Services for SMEs, DFID (1998)