

CURRICULUM VITAE

Ricardo Alem Rojo

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PROFILE (BIO)

Current position: IED Advisor LATAM

Education:

Postgraduate Program on Business Entrepreneurship. Universidad Privada Boliviana. Cochabamba, Bolivia. 2009

M.S., Tropical and Sub-Tropical Agricultural Sciences, with a specialty in Regional Planning of Natural Resources and Rural Development. Georg-August- Göttingen University, Germany, 1999.

B.S., Agricultural Engineering, minor in Agro-industrial Technology; Universidad Mayor de San Simón, Cochabamba, Bolivia; 1994

Languages: Native Spanish; fluent Portuguese and English, middle German and Quechua

Profile statement:

Ricardo Alem is a highly experienced Agricultural Engineer with 32 years of expertise in rural development, economic development, and agricultural projects. Currently serving as an Inclusive Economic Development Advisor for LATAM at Swisscontact, Ricardo has demonstrated leadership in managing and directing initiatives across Africa and Latin America, applying innovative approaches such as MSD (Development of Inclusive Market Systems), Nexus (Humanitarian/Development/Paz), climate change, and gender.

His extensive background includes designing and managing sectoral, strategic, and operational plans, along with comprehensive monitoring and evaluation of agricultural projects. Ricardo specializes in rural resource planning, impact assessments, rapid diagnostics, participatory methodologies, and regional natural resource management—including land and water use planning, ecosystem sustainability, and wetland management.

He has a strong track record in developing and strengthening productive and value chains for tropical, valley, chaco, and highland crops such as palm heart, banana, pineapple, peppers, quinoa, maize, potato, onion, tomato, berries, coffee, cacao, and more. Additionally, Ricardo has led technological innovations in dairy production and transformation, developed business models for small and medium rural enterprises, and strengthened rural economic organizations like cooperatives and associations. He is also a qualified internal auditor under ISO 9001:2008, with specialized knowledge in developing production systems for crops and livestock, including best practices in livestock management, organic practices in wetlands, and livestock fiber and meat production.

Ricardo's management expertise extends to fundraising from prominent donors including USAID, DANIDA, SDC, IDB/FOMIN, FCDO, European Union, and other sources. His proven skills in inter-institutional coordination, capacity building, and technical assistance have contributed to sustainable agricultural and rural development across over 16 countries.

In addition to his project management and technical expertise, Ricardo is a university trainer at the postgraduate level in agribusiness development, with extensive experience in market research, supplier development, infrastructure establishment (irrigation, greenhouses, nurseries), and sustainable natural resource management.

KEY QUALIFICATIONS

Project Management, Project Planning, Strategic Planning, Sustainable Agricultura and Agribusiness, Value Chains, Business Development, Fundraising, Inclusive Market-Market Systems Development (ISD/MSD) Approach, Humanitarian-Peace-Development (Nexus) Approach. Africa and Latin America. Refugee, PWD (People with Disabilities), Off-farm Agribusiness, SMEs entrepreneurship.

PROFESSIONAL EXPERIENCE

Institution: Swisscontact Date: 06.2025 – present	Position: IED Advisor for LATAM - Technical support in the areas of: - o Systemic approach for development projects - o MSD/ISD Approach training and advice - o Humanitarian-Development Nexus Approach advise and research - o Research on scalability experiences, sustainability, systemic changes and post-project evaluation studies.
Institution: Swisscontact Date: 08.2024 – 04.2025	Position: Technical Director Uthabiti Project in Uganda - Building Resilience through Market Led Opportunities Activity - Humanitarian-development nexus activity work with refugees and host communities (focus on women and youth) - To strengthen livelihood strategies, focusing on promoting value-addition opportunities in primarily off-farm activities while also addressing critical gaps in selected value chains that limit economic activity, including access to clean energy, business development, and financial services.
Institution: Embassy of Canada Date: 02.2024 – 08.2024	Position: External Consultant, Bolivia. - Design of the Pre-investment Technical Study for the "National Programme to Support the Production of Tara (<i>Caesalpinia spinosa</i>) as an economic strategy in the Arid Zones and Inter-Andean Valleys of Bolivia"
Institution: IICA (Inter-American Institute for Cooperation on Agriculture) Date: 10.2023 – 12.2024	Position: External Consultant, Bolivia. - Design of training plans for technicians and producers on soil, pasture and water management in "bofedal" life systems (native grasslands-wetlands-swamps) - Design of climate-smart wetlands management plans for municipalities of the Altiplano", in the framework of the project "Improvement of the capacity for conservation and sustainable use of wetlands and RAMSAR sites - EUROCLIMA
Institution: PIL Andina S.A Date: 02.2023 – 09.2023	Position: National Head of Agriculture and Livestock, Bolivia. - Technical and administrative management of the Agriculture and Livestock department; Human resources management - Management of raw milk collection in milk basins of La Paz, Cochabamba and Santa Cruz. - Liaison and negotiation with milk producers; - Management of raw milk quality.
Institution: Swisscontact Date: 04.2022 – 12.2022	Position: External Consultant, Bolivia and Colombia - Bolivia: Study of the Production, Market and National Commercialization of the Onion Production Complex - Bolivia: Value Chain Assessment and Systemic Analysis of tomato, coffee and cocoa for Inclusive Markets Project - Colombia: Final evaluation study of the Project "Colombian Specialty Cocoa for the Swiss Sustainable Market" (Cacao + Sustainable).

	- Focus groups and interviews with project partners: Cortepaz, Pakka, EOS and Colcocoa/Solidaridad
Institution: Swisscontact Date: 08.2018 – 04.2022	Position: Project Manager Horti-Sempre Project (Phase II), Mozambique - Technical and administrative management of the project - Human resources management - Implementation of MSD Approach interventions focused in seeds and fresh vegetables production, trade and competitive market access - Implementation of affordable and efficient irrigation systems for small farmers
Institution: Fundación Valles (in consortium with Swisscontact) Date: 01.2014 – 11.2017	Position: Project Coordinator Mercados Rurales Project, Bolivia - Project Management under MSD Approach - Coordination of the vegetable complex - Identification, execution, monitoring and evaluation of non-financial services' interventions - Gender and generational approach - Employment generation
Institution: Fundación Valles Date: 01.2002 – 12.2013	Position: Planning, Monitoring & evaluation Specialist, Programme Manager and Institutional Development Manager, Bolivia (and Colombia, Ecuador, México, USA, Spain and Brasil) - Design, direction and management of technological innovation's programs and projects (PITAs) based on commodity chains. - Design and implementation of integrated food security and natural resources conservation programs. - Head of M&E Unit; more than 240 projects (170 PITAs and 70 DER for MSMEs) were monitored and evaluated through different participatory methodologies - Elaboration of Operating and Strategic Plans, Budget and Reports; - Leader of Fundraising Unit. Interinstitutional coordination with donors; - Coordinator of the Consortium with Save the Children, FHI, Care and PCI (Title II – USAID) - Need assessment and design of the regional strategy for the Valleys, elaboration of project proposals and Terms of Reference; - Design and elaboration of Business Plans for small and medium rural enterprises; - Follow-up of technical and financial activities; - Socioeconomic, environmental and gender impact evaluation - Executive Director ad interim in several opportunities
Institution: IBTA-Chapare (Proyecto CONCADE) Date: 08.1999 – 12.2001	Position: Planning, Monitoring & Evaluation Manager and General Director, Bolivia (and Perú, Honduras, Costa Rica) - Administrative and technique management of the Project as part of the Alternative Development Program; Personnel Management; - Follow-up of technical and financial activities - Elaboration of technical and financial reports, presentation of the project results to the line institutions and organizations. - Interinstitutional coordination with the Bolivian Government and International Cooperation Agencies like USAID, FAO and the EU - Researches and environmental impact of the research and extension activities of the Project - Need assessment and design of the regional strategy, elaboration of project proposals and Terms of Reference. - Training activities.
Institution: Quinoa Potosí Programme (PROQUIPO) Date: 11.1994 – 03.1997	Position: Camelids Sub-Programme Manager - Planning, organization and execution of all the activities of the sub-program; - Management and evaluation of personnel;

	- Elaboration of budget and strategic and operating plans of the Program and of the sub-program; - Assistant in planning, monitoring and evaluation of the Program; - Creation and execution of a system of micro credit for small producers of llamas; - Mentor of the conception of support to the production of llamas, vicuñas and sheep under the pastures management components (swamps); Health and animal management; - Improvement of the llama fiber production, its benefited and export; - Establishment of infrastructure for shear, collection of fiber, corrals and antiparasitic baths; - Design and construction of forage and forestry greenhouses - Organizer and responsible for the regional Fairs of llamas in the Southwest of Potosí and executor of the first departmental Fair of camelids in Uyuni, Potosí
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REFERENCE PROJECTS (Selection)

Uganda: Uthabiti Project. Technical Director (Swisscontact)

Bolivia: Design of the National Programme of Tara (*Caesalpinia spinosa*) for the Agriculture and Rural Development Ministry. External consultant for the Embassy of Canada.

Colombia: Project "Colombian Specialty Cocoa for the Swiss Sustainable Market" (Cacao + Sostenible) (Swisscontact).

Bolivia: Pil Andina S.A. **National Head of Agriculture and Livestock.**

Mozambique: Horti-Sempre Project. Project Manager (Swisscontact).

Bolivia: Mercados Rurales Project at Fundación Valles (Swisscontact's partner). Project Coordinator for Vegetable Complex.

Bolivia: Fundación Valles. MRM Specialist, Programme Manager and Organizational Development Manager (14 years). Extensive experience and exchange with Latin American countries, specifically, provision of business development services for MSEs in **Colombia** (Actuar Famiempresas). (<https://fundacionvalles.org>).

Bolivia: General Director and Planning, Monitoring & Evaluation Manager at Bolivian Institute of Agricultural Technology (Instituto Boliviano de Tecnología Agropecuaria) (IBTA-Chapare)

Bolivia: Manager of the South American Camelids Sub-Programme in the Quinoa Potosi Programme. (EU-FDC - Peasant Development Fund -)

OTHER RELEVANT INFORMATION (E.G. PUBLICATIONS)

Publications:

- Author of the document "Voices of Change". Testimonials and Results of the Horti-Sempre Project. October 2021. Nampula, Mozambique, published in Zurich, Switzerland.

- Leader of the production team for a multimedia educational series on vegetable production, consisting of 8 micro-programs. Nampula, May-June 2020.

- Leader of the production team for a multimedia educational series titled "I am Juliana", comprising 15 micro-programs, booklets, and radio spots on vegetable production. Cochabamba, April-August 2016.

- Member of the editorial team for the Institutional Annual Report (thirteen editions) and twelve Cultivation Manuals of Fundación Valles.

- Agricultural Symposium: Current Situation and Perspectives of the Vegetable Sector. Expert speaker: Current state of the horticultural sector in Bolivia, aimed at representatives of financial institutions. Organized by PROFIN and FINDETO. La Paz, September 2015.

- 1st Bolivian Horticulture Congress: Invited speaker on the topic: Diagnosis of Market Systems of the Vegetable Sector in the Lower Valley of Cochabamba and the Cintis-Chuquisaca region. Organized by INIAF. Cochabamba, November 2014.

- International Forum on Value Chains: Creating Trade Links for Poverty Eradication. CODESPA Foundation, 2010. Institutional presentation of Fundación Valles' experiences in managing oregano and groundnut value chains.

Madrid, Spain.

Author, editor, and reviewer of the series: "Principles, Approach, and Methodological Compilation of FDTA-Valles", consisting of six booklets summarizing the methodological experience in technical demand surveys, prioritization of chains, baseline assessments, and monitoring, evaluation, and impact assessment of innovation projects. Part of the "Promoting Technological Innovation" (FIT) Program, financed by DFID. 2006.

- SIBTA: A Modern Model for Technology Generation and Transfer in Latin America. Proceedings of the III International Symposium-Workshop: "Globalization and Poverty, the Role of Science", organized and attended by the German-Latin American Scientific Network (RECALL). An article on the same topic was published in RECALL-2007 proceedings, where I participated as a guest speaker in La Paz, Bolivia.

- Technological Offer for Banana Crops from IBTA/Chapare, Bolivia. Second Meeting of the Regional Network for Research and Development of Banana in Latin America and the Caribbean (MUSALAC). Organized and sponsored by the International Network for Banana and Plantain Improvement (INIBAP) and the Honduran Foundation for Agricultural Research (FHIA).

- Proposals for Strengthening Agricultural Research in Bolivia's Alternative Development Program, presented at the International Seminar "Graduate Studies in Germany for Latin American Professionals: Challenges and Opportunities of Scientific Cooperation at Regional and Supra-Regional Levels for Sustainable Development". San José, Costa Rica, 2001.

- Member of the Editorial Committee for the CONCADE Project – IBTA/CHAPARE. Reviewer of seven technical bulletins on tropical crops and training materials. Responsible for preparing institutional reports.

- Analysis and assessment of the current use, management, and potential of native pastures in animal production systems in the Taquiña Basin (Cochabamba, Bolivia). Master's thesis. University of Göttingen, Germany / PROMIC. 1999. 90 pages plus annexes.

- Characteristics of fiber from an exceptional population of llamas in southern Bolivia. Co-author. Small Ruminant Research Journal No. 30. 1997. 22 pages.

- The role of camelids as transport and exchange means in the Bolivian Andes. Co-author. "World Animal Review" No. 86, 1996/1. FAO. 10 pages.

- Management and Improvement of Llama Production*. Training package consisting of five videos and photo montages, plus informational booklets. Responsible for the text and research of the produced material. Cochabamba, July 1996. Winner of 1st prize in Educational Videos at the Faculty of Agriculture, University of Zaragoza, Spain, 1998.

- Zoning of livestock systems associated with camelid production in Los Lípez. Potosí Quinoa Program (PROQUIPO). Co-author. Potosí, November 1995. 66 pages.

- Methodologies related to the genetic improvement of small ruminants in the inter-Andean valleys. Co-author. Proceedings of the Workshop on Research Methodologies in Small Ruminant Production in the Inter-Andean Valleys of South America. La Paz, October 1994. 20 pages.

- Identification of an elite Criollo sheep flock as the basis for a genetic improvement program. Scientific works publication by IBTA. La Paz, December 1994. 28 pages. At the same time, the Master's thesis under the same title was published to obtain the degree of Agricultural Engineer, consisting of 109 pages. May 1994.