

Curriculum Vitae: Dr Jon Burns

A trade economist and a practitioner in organisation development and behaviour by training, Jon has over 30 years of experience through working on 96 programmes and projects in 48 countries in the areas of organization and institution reform, leadership coaching, private sector support, market systems development, labour market reform, trade facilitation, technology transfer, investment facilitation and export promotion. He has undertaken several market systems development assignments, including, in the following sectors: cotton; textiles; construction; light manufacturing; IT for trade; urban development; and youth employment. Jon has completed the Springfield Centre's two-week course in Bangkok on Making Markets Work for the Poor (M4P).

Personal Details

Nationality: British / Irish

Qualifications: MSc Management (with Economics), Manchester Metropolitan University 1984

PhD Organisation Development, University of the Witwatersrand 2003

Post Graduate Coaching Certificate. University of Reading (on-going) 2018

Language skills: English (Fluent), Italian (Basic), Hungarian (Basic) and Twi (Basic)

Current Position

Executive Director at the Springfield Centre. The Springfield Centre focuses on economic reform and private sector development. The Centre's main activities include:

- Training: both in the UK and abroad;
- Development projects: mainly medium and long term partnerships with particular institutions
- Research: that provides the basis for new programme development
- Consultancy: specific studies, including designs and evaluations, at the request of clients

Career History

2015 – Now Executive Director, the Springfield Centre, Durham, UK

2014 – 2015 Director of European & African Operations, Cardno Emerging Markets (UK), Oxford, UK

2011 – 2015 Director & Chief Technical Adviser, Policy Dialogue Programme, South Africa

2008 – 2011 Director, WYG International Ltd, Nottingham, UK

2006 – 2008 Director, DAI Europe Ltd, London, UK

2004 – 2006 Managing Director, BEST AC Private Sector Advocacy Fund, Tanzania

2004 – 2004 Deputy Managing Director, Eurecna SpA, Venice, Italy

2000 – 2004 Managing Director of a Trust for SME Technology Incubators, South Africa

1996 – 2000 Director, Maxwell Stamp Plc, UK

1994 – 1996 Managing Director, Capita Group Training, UK

1989 – 1994 Principal Consultant, Coopers & Lybrand (now PwC), London, UK

1986 – 1989 Head of Small Business Lending, Ghana Cooperative Bank, Accra, Ghana

1983 – 1986 Field and Brand Manager, Procter & Gamble, New York, USA and Newcastle, UK

A Summary of Relevant Experience

Countries: Angola, Bangladesh, Barbados, Belarus, Belgium, Bosnia, Botswana, Bulgaria, Czech Republic, Egypt, Ethiopia, France, Ghana, Hong Kong, Hungary, Ireland, India, Indonesia, Italy, Jordan, Kazakhstan, Kenya, Kosovo, Laos, Latvia, Lesotho, Lithuania, Macedonia, Malawi, Namibia, Nepal, Poland, Portugal, Romania, Russia, Rwanda, Serbia, Slovakia, Slovenia, South Africa, South Sudan, Sri

Lanka, Swaziland, Sweden, Switzerland, Syria, Tajikistan, Tanzania, Uganda, Ukraine, UK, USA, Vietnam, Zambia, Zimbabwe.

UK & EAST AFRICA: Review and recommendations of institutional models to facilitate trade

Relating to work on institutional and organisational assessment of TradeMark East Africa (TMEA), led (and contributed to) several workshop panels to develop good practice institutional and organisation frameworks for future regional trade facilitation models in transitional economies. *[April / June 2018]*

TANZANIA: Training and coaching support to the Agriculture Markets Development Trust (AMDT)

Provided advice, training support and coaching, to the AMDT implementation team and to the large group of outsourced market facilitators working in the national sunflowers (seeds and edible oils) value chain. Coaching focused on performance improvement and better deliver of plans and training focused on market systems development for sunflowers and sunflower products. *[February / July 2018]*

TANZANIA: Annual Review of the Tanzania Textiles Development Programme (TDP)

Undertook two weeks of fieldwork, and associated research to review the TDP and the implementing unit (the TDU). Recommendations made in the areas of stakeholder relationship management, skills, systems and structures, work programming and strategic focus areas. Recommendations accepted and integrated into annual workplan *[February / April 2018]*

SERBIA: Team Leader on Mid Term Review for Economic Development Agency (M4P)

Provided leadership and substantial inputs on a MTR for Swiss Development Cooperation (SDC). Recommendations on future sustainability (income generating services) and associated organisation development, social impact and transition into new markets (horticulture, herbs and spices, berries, food processing and wood processing). Provided follow up and back stopping support to the board and management of the Economic development Agency (South East Serbia). *[July / September 2017]*

TANZANIA: Senior Adviser: leadership, management, organisation and systems for Textiles (M4P)

Provided advice, support and coaching, on organisation development and performance improvement to the Tanzania Textiles Development programme at the Ministry of Trade, Industry and Investment offices to help ensure effective delivery of a new strategy. *[September / October 2017]*

ETHIOPIA: Senior Adviser on Urban Development in Addis Ababa for Sida (M4P)

Provided development and implementation advice and support to Sida in Addis Ababa on the Li-Way Urban Development programme. Analysis, development and delivery of market systems interventions. portfolio to a more cohesive and impactful programme based on urban development in Addis Ababa. *[September 2017 to August 2020]*

EAST AFRICA: Strategy Adviser on trade facilitation models for DFID and TradeMark East Africa

Provided strategy support and advice to DFID and the Council and Board of TradeMark East Africa on options for organisation models to best deliver future trade and regional integration programmes. *[August / September 2017]*

ETHIOPIA: Senior Adviser on PSD and Urban Development for a Country Strategy for Sida (M4P)

Provided advice and support to Sida offices in Addis Ababa on the transformation of their existing PSD portfolio to a more cohesive and impactful programme based on urban development in Addis Ababa. *[October to December 2016]*

SERBIA: Senior Advisor on Strategy for a Regional Development Programme for SDC (M4P)

Provided strategic advice and evaluation support on the organisational development and institutional positioning for two large private sector development agencies in Serbia. Advised on fund development, horticultural incubation, vocational training and tourism. Guidance on long term organisational sustainability and stability *[September 2015 – June 2017]*

UK AND TANZANIA: Implementation Support to Gatsby Africa, GCF (M4P)

Provided implementation support to the Gatsby Charitable Foundation (GCF) relating to their sector transformation strategy and programmes in east Africa. In particular, in the forestry, cotton, dairy and textile sectors. Delivery of workshops on systemic market development for programme implementation teams. Review of structure, systems and services of the textiles development Unit in Dar es Salaam *[September 2015 – Current]*

TANZANIA: Strategy support to the Agricultural Markets Development Trust -AMDT (M4P)

Trust technical committee member and senior adviser to the board and management of this US\$68m programme which is implementing market systems development facilitation support in the sunflower, maize and pulses value chains. Twelve significant intervention areas. Provided advice to donors and management of strategy, systems, staffing, structure, skills and services. Advised in the development of market facilitators and players to strengthen key agricultural markets *[May 2016 – Current]*

EAST AFRICA: Lead Adviser, Institutional Assessment of Trademark East Africa, DFID

Lead adviser, assessing the institutional fit for purpose of TMEA to deliver trade promotion and poverty reduction in east Africa. Examination of TMEA strategy, structure, skills, systems and services and assessed the appropriateness of the donor level operating model as well as identification of enablers and blockers of organisational efficiency and effectiveness. *[September 2015 – Current]*

KOSOVO: Lead Evaluator, EYE (Enhancing Youth Employment) Project, SDC (M4P)

Internal evaluation for Helvetas. Development and delivery of a case study which included a detailed review of the project's intervention in job matching services. Assessed intervention rationale and analysis as well as the nature of project facilitation and an assessment of project impact at different levels of the 'results chain'. Drawing conclusions and lessons learned. *[September 2015 – March 2016]*

TANZANIA: Evaluator, National Cotton Sector Programme, DFID (M4P)

Undertook an annual review of the Gatsby Africa Cotton Sector Development programme in Tanzania, including an analysis of the systemic market development approach to the sector, an assessment of impact on the sector value chain and an overall assessment, with recommendations, of sector programme efficiency, effectiveness, relevance, sustainability and impact. *[September 2015 – December 2015 and September 2016 to October 2016]*

TANZANIA: Lead Adviser, Urban M4P Scoping Mission, DFID (M4P)

Lead Adviser on light manufacturing, waste management and processing and construction markets for this DFID Tanzania funded, scoping mission. Undertook a preliminary review of the leather, cotton, fish and poultry (meat and eggs) markets and a more robust review of the solid waste recycling and low cost housing sub sectors. In each case, specifically examined the poverty reduction potential, the market growth potential, the feasibility of stimulating market system change within 36 to 60 months and tested alignment with national government and DFID priorities. *[April 2015 – June 2015]*

MOZAMBIQUE, ZAMBIA, MALAWI & DRC: Project Director and Senior Adviser, Regional Trade and Transport Infrastructure Gateway, DFID.

Project Director and Senior Adviser on this three year £7m programme. Responsible for strategic advice and support to the DFID teams in Southern Africa (Pretoria) and Mozambique. The programme aimed to increase the value and volume of exported goods from the landlocked countries of southern Africa. The programme funds railway, dry port, ICT and energy feasibility and design studies and identifies funders for the "downstream" engineering and construction work. Projects include the routes from South Africa, Zambia, Zimbabwe, Malawi and DRC to the Indian Ocean Ports in Mozambique and include port modernisation programmes. *[April 2014 – June 2015]*

AFRICA & ASIA: Multi Country Community Access and Research Programme linked to low volume rural road infrastructure, DFID

Project Director and Policy Adviser on this six year £24.1m programme targeting infrastructure research institutions and studies in Africa (Ghana, Ethiopia, Nigeria, Kenya, Tanzania, Malawi and Mozambique) and Asia (Myanmar, Nepal, Pakistan, Afghanistan, Bangladesh and India). The programme is supporting community access in the rural areas through research on low volume road infrastructure and transport services. *[July 2014 – July 2015]*

SOUTH AFRICA & MOZAMBIQUE: Senior Adviser, SME Environmental Management Programme in Extractives and Forestry Sectors, African Development Bank

Senior Adviser on two projects. The first is a sustainable forestry project which supports eco-tourism and wood product businesses in northern Mozambique and the second is related to the development of a sub-contractor supplier hub for a large manganese mine in the Northern Cape of South Africa. Advised on the design and implementation of both projects. *[May 2014 – April 2015]*

SOUTH AFRICA: Director and Chief Technical Adviser on the South Africa / Europe Policy Dialogue Programme, European Union

As Director and Chief Technical Adviser, supported the SA Government and the EU by establishing a Euro 5m Facility with four service areas (including a large grants facility) to facilitate and stimulate bilateral policy dialogue between the EU and South Africa. The Facility had a budget of £15m and aimed to strengthen the strategic partnership between the EU and South Africa and build quality dialogue in key areas. Specific and lead responsibilities for dialogues in Trade, Employment, Agriculture, Science & Technology, Taxation and Customs, Transport, Energy, Space Technology, ICT and Macro Economics. *[December 2010 – March 2014]*

ACP REGIONS: Project Director & Senior Adviser, Strengthening Migration Institutions (12) in the six ACP regions, European Union

Project Director and a Senior Adviser on this five year, £18m programme. Supported the establishment of twelve migration pilot centres, located in existing institutions in the six ACP regions and, together with the International Centre for Migration, supported the development of monitoring and publicity programmes to raise awareness of the scale and impact of economic and conflict related migration within and without of each ACP region. *[December 2009 – November 2010]*

Relevant experience is selected from project experience since 2010.