

Curriculum Vitae: Jane Gisin

A background in business management and the political economy of international development provides Jane with an excellent foundation for understanding and working in market systems. Jane has experience working with corporate, local and national government and civil society organisations. Since joining the Springfield Centre, she has supported projects in Africa, the Balkans and Eastern Europe by conducting market research, reviewing and evaluating project implementation, designing strategies and interventions, developing knowledge outputs and building project teams' capacity. Until 2016, Jane was based in Osh, Kyrgyzstan advising various projects, funded by SDC, USAID and ICCO/Helvetas Swiss Intercooperation, on small enterprise development, gender equity, social inclusion and results measurement. Prior to this, she supported the work of SDC's thematic focal point for employment & income at headquarters with a focus on private sector and financial sector development.

Personal Details

Nationality: Swiss
Qualifications: MA in Global Development & International Political Economy, University of Leeds, 2012
BA/BSc/Licence in International Business Management, Fachhochschule Nord-westschweiz (CH), Duale Hochschule Baden Württemberg (DE), Université de Haute Alsace (FR), 2011
Language Skills: German (native speaker), English (fluent), French (fluent), Spanish (proficient), Russian (basic)

Current Position

Senior Consultant, The Springfield Centre, UK. The Springfield Centre focuses on economic reform and private sector development and its main activities include:

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

Career History

2018 – Present	Senior Consultant, The Springfield Centre, Durham (UK)
2016 – 2018	Consultant, The Springfield Centre, Durham (UK)
2014 – 2016	Advisor, Helvetas Swiss Intercooperation Kyrgyzstan, Osh (KG)
2013 – 2014	Trainee E+I Focal Point, SDC, Bern (CH)
2010 – 2011	Trainee Account Manager Marketing & Sponsoring, Zurich Film Festival (CH)
2009 – 2009	Volunteer, Voluntarios Sin Fronteras, Buenos Aires, Argentina
2008 – 2008	Intern, Win=Win Agency for Global Responsibility, Kirchheim unter Teck (DE)
2007 – 2007	Assistant to Legal Department, GastroSuisse, Zurich (CH)
2004 – 2006	Secretary, Federal Court of Switzerland, Lausanne (CH)
2001 – 2003	PA, Lawyer's Office von Meiss, Blum & Partner, Zurich (CH)

Relevant Experience

GEORGIA: Lead Technical Consultant on A2F, Rural SME Development Project, Swisscontact

Led the local team to conduct the market diagnostics, analyse findings and guided the team through project design. Built capacities among the local team on technical and process aspects of the market systems development approach and thematically on Access to Finance. Coordinated technical inputs with other short-term experts and the Team Leader. Represents the Springfield Centre in the consortium and steering committee with the funder SDC. Technical engagements on partnerships and intervention guidance will follow. [2020 - ongoing]

UGANDA: Senior Consultant, Strengthen Results Delivery in relation to Market Systems Development of the Swedish Strategy for Uganda 2018-2023, Swedish Development Cooperation

Led technical advise and capacity building efforts which included review of and recommendations to existing programmes to enhance sustainability and systemic thinking; support to the development of new interventions by providing technical inputs, trainings and new tools and frameworks that ensure sustainability and scale of results; and feedback around the operationalisation and organisational impact of the systemic approach:

- Support Sida Uganda in providing guidance in line with the market systems approach to the Connect Rural Uganda Programme to ensure programme relevance, effectiveness particularly with regards to systemic change and scale, impact and sustainability. [2019/2020]
- Technical advice to the Embassy team on how to improve the Theory of Change using a market systems lens and establish a results framework for their implementation of the Renewable Energy Guarantee with a major local bank. [2019]
- Conduct an introductory training on the Market systems development approach to the Embassy team from various thematic and operational backgrounds, including health, gender, advocacy and human rights, economic development and controlling. [2019]

LEBANON: Senior consultant, market analysis and strategy development to support livelihoods amongst host and refugee communities in east and north east Lebanon, ILO

Part of a four-person Springfield / ILO team to map and assess intervention opportunities and prospects in the horticulture sector. The assessment and subsequent strategy development focused on income opportunities for Lebanese farmers and decent work opportunities for Syrian refugees in the greenhouse horticulture sector in Akkar and Bekaa regions. [September 2019-February 2020]

NIGERIA: Senior Consultant, Strategic inputs to design, implementation and monitoring, SuNMaP2

As part of the core partners to this DFID funded malaria programme, inputs included supporting the 3-person team in country in conducting market assessments and designing strategies and various intervention areas in three different health related market systems. She will provide ongoing support regarding partnerships and tactics, monitoring and learning from interventions, and intervention reviews. [2019 - ongoing]

MOLDOVA: Lead Consultant, Capacity building and review of programme design, HEKS/EPER Swiss Church Aid

Led a two-person support to two sector teams to revisit vision and strategy to establish viable intervention tactics and partnerships. Besides technical assistance the consultancy included advise and application of good practice planning processes and relevant tools in line with the MSD approach. [2019]

MOLDOVA: Lead Consultant, Review the design of the second programme phase of grape and berry market systems, HEKS/EPER

Following the two programme reviews and training inputs on specific MSD processes, the implementation teams deepened their market knowledge for designing their next programme phases.

The consultancy included feedback on diagnostic findings and support to the teams through the end of the design process by providing feedback to the programme strategy documents. [2018]

MOLDOVA: Lead Evaluator, End-of-Phase review of grape and berry market systems programmes, HEKS/EPER Swiss Church Aid

The review objectives were twofold: assessing programme achievements to date and generating insights and learning for design of the subsequent phase. The latter, process-oriented part focused on the MSD implementation quality throughout the programme cycle which allowed for interpretation and contextualisation of the programme's achievements. Both reviews focused on programme planning, design and implementation and provided recommendations on areas that needed strengthening in subsequent phases. The assignments culminated in an awareness raising session (training) providing more detail on priority areas of the MSD process that could be improved in future. [2018]

TANZANIA: Senior Consultant, Scoping study / programme proposal for an urban development project

Conducted field research and provided technical and organisational inputs to the project proposal for DFID's first urban market systems development programme. The programme will be working in key urban market systems such as light manufacturing, waste management and childcare. After the successful award of the programme, involvement in finalising the programme strategy, building local capacities and implementing interventions will continue [2018].

TANZANIA: Trainer/Consultant, Agriculture Markets Development Trust

Undertook a training needs assessment and provided advice through training and coaching to the AMDT implementation team and the large group of outsourced market facilitators working in the national sunflower (seeds and edible oils) market system. The training focused on the application and implementation of the market systems development approach including market analysis, visioning, strategy, implementation and results measurement. [2018]

ZAMBIA/KENYA: Consultant, AgriFin Accelerate (AFA), Mercy Corps and Mastercard Foundation

Contributed to the mid-term evaluation of AFA by bringing in the market systems development angle and focusing on sustainability and scale. Set the research framework. Conducted in-depth interviews with AFA partners and market players assessing the project's performance to date against its goals and objectives. Made recommendations informing future strategy to extend the project's strengths and accelerate ecosystem changes. [2017/2018]

RWANDA: Consultant/evaluator, Access to Finance Rwanda

Contributed to the impact assessment of three AFR projects by conducting in-depth interviews and focus group discussion as well as SMS surveys with end-beneficiaries focusing on social impact, financial exclusion and gender issues. [2017]

KOSOVO: Field Researcher/MSME Specialist, EFSE Fund, Finance in Motion

Researched and authored short case studies on the success factors of five micro-, small and medium enterprises in Kosovo. Contributed to the development of a monitoring and learning framework that guides the performance management of the fund and the development facility. [2017]

SERBIA: Consultant, Private sector development programme South Serbia, SDC

Researched and authored a case study on PSD's work on dual education in the wood sector. The focus of the case study is two-fold: the sustainability and upscaling of the curricula change as well as the facilitation tactics that the implementer used to induce behaviour change. [2017]

MADAGASCAR: Consultant, Labour Market and Market Assessment, Save the Children

Led research for a two-staged labour market and market assessment that will assist Save the Children to identify and programme for viable livelihood options for very poor households, with a focus on land and assets for poor women and youth. [2016 – 2017]

SERBIA: Consultant, Private sector development programme Southwest Serbia, SDC

Worked with the team to review intervention-specific recommendations of the external review and revise intervention strategies and tactics with particular attention to developing respective crowding-in strategies and partnerships to strengthen targeted outreach to poor women and men. [2016]

Guidance and support to case study writing on PSD's work in the tourism sector utilising a systemic approach to implement an advocacy and lobbying intervention. The case study describes key facilitation challenges and tactics in dealing with market system constraints around cooperation, coordination and advocacy capacity. [2016]

KENYA: Consultant, PSP4H Private Sector Innovation Programme for Health, DFID

Researched and authored a case study for one of the first DFID-funded health programmes applying a market systems development approach. The objective was to generate and share new knowledge in health with practitioners from across the sector. The paper outlined the rationale of private sector roles within the health sector and summarised the merits of adopting an M4P approach in order to strengthen those roles. It explores lessons learned from the first phase and further health sector opportunities in Kenya where applying a systemic approach could be effectively utilised to deliver sustainable and large-scale health outcomes. [2016]

KYRGYZSTAN: Adviser with Helvetas Swiss Intercooperation

- **SDC Small Business and Income Creation Programme, Osh:** Bai Alai is a ten-year income and employment generation initiative working in agriculture, entrepreneurship and Micro- and Small Enterprise (MSE) development with a focus on women and youth. Backstopped programme management, including planning and implementation of agriculture and MSE development interventions. Introduced and built capacity on MSD and women and youth empowerment concepts. Assisted in the development and implementation of the monitoring and results measurement system. [2014 - 2016]
- **USAID Agro Horizon Programme, Osh:** Agro Horizon is a four-year programme aimed at increasing incomes for small farmers and agribusinesses by expanding markets and increasing competitiveness. Supported gender mainstreaming in the programme, including gender analysis, planning and implementation of gender-sensitive agriculture value chain interventions and staff capacity building. [2014 - 2016]
- **ICCO & Helvetas Local Market Development Programme, Osh:** LMD focuses on value chain development in fruit and vegetables production and processing in Kyrgyzstan and Tajikistan to increase economic performance of farmers. Developed a roadmap and backstopping implementation to improve the monitoring and results measurement system to generate better more reliable data in line with the DCED standard. [2014 – 2015]
- **Gender Focal Point, Osh:** Furthered the implementation of the Gender and Social Equity Strategy institutionally within Helvetas Kyrgyzstan and operationally within programmes. Acting as contact point for gender questions and capacity building of two local gender focal points. [2014 – 2016]

SWITZERLAND: Trainee to Focal Point Employment and Income, Bern, Swiss Agency for Development and Cooperation (SDC)

Supported Focal Point Lead to facilitate and support the knowledge sharing and management of good practices in Private and Financial Sector Development throughout SDC. Contributed to operational and institutional issues of the Swiss Capacity Building Facility: project screening, grant approval meetings, and establishing institutional procedures (e.g. monitoring and reporting tools). Researched the field of "Social Enterprises" as an innovative solution for sustainable development projects with business approaches for poverty reduction, and supported project development and set-up. Supported the

development of the MiCRO project - catastrophe insurance products for low-income households - in Latin America (pilot area). Supported the knowledge capitalisation of Public Private Development Partnerships of SDC - participated in the working group and provided inputs into the operational standardisation. *[2013 – 2014]*

SWITZERLAND: Trainee Account Manager, Marketing & Sponsoring, Zurich Film Festival, Zurich

Responsible for acquisition and integration of sponsors into the event by developing visibility strategies and communication tools as well as monitoring and evaluating activities. Supported the development and implementation of the overall marketing strategy and campaign, planning and management of the Audience Award. Developed various reports, documentation and presentations to sponsors and other stakeholder groups. Managed the invitation process for the main events in cooperation with an event agency and assisted in sponsors' events. *[2010 – 2011]*