

# Shivendra Sharma

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## Professional Profile

Creative solutions-driven professional with an highly analytical mind having over 15 years of diverse experience in the corporate and development sectors; researching on climate change adaptations for alternate livelihood promotion in high altitude areas

## Areas of Expertise

- Strategic and Programme Management
- Institutional Development and Leadership
- Research and Solution Development
- Business Processes and Models
- Multi-cultural Teams and Partnerships
- Training and Technical Assistance
- Documentation and Proposal Writing
- Networking and Fundraising

## Sector Experience

- Microfinance and Livelihoods
- Information and Communication Technologies
- Business Development
- Social Entrepreneurship
- Corporate and Project Finance
- Research and Publication

## Professional Experience

### International Finance Corporation

*Consultant (March 2012 onwards) (part-time assignment)*

- Monitoring and evaluation of the evolution of 14 social enterprises awarded with a cash and kind technical assistance package under the India Development Gateway 2011 Awards
- Development of case studies of at least 8 of the 14 winning organisations
- Evaluation and recommendations on the technical assistance components
- Guiding IFC future strategy of working in the social entrepreneurship space in India
- Preparation of a publication of IFC's work with Social Enterprises

### Ladakh Autonomous Hill Development Council (under TATA-LAHDC Development Support Programme)

*Volunteer Consultant (June 2010-August 2011)*

- Compilation and analysis of data collected through micro-level planning (MLP) and preparation of the district level report
- Coordination in the aftermath of the Leh flash floods of August 2010
- Coordination of Training and Technical Assistance provided to the elected members of the LAHDC
- Training of local NGOs in Ladakh on documentation and report writing

### Plural Consulting Private Limited / Plural India

*Executive Director (September 2007-March 2010)*

- Secured and managed a € 600,000 European Commission funded project titled *mySME News*. The project experimented with providing regular business news to clients of microfinance in urban slums of Kolkata. The project's launch event titled the *Inclusive Growth Conclave* was featured in the newsletter EU-India Update (Volume 9 Number 1, Jan-Feb 2009)
- Conducted research in the desert districts of Rajasthan to explore a solution to achieve universal financial inclusion leveraging on the mobile phone network (Centre for Microfinance, Rajasthan)
- Developed a quality management standard for micro and small enterprises and trained 50 entrepreneurs in the application of the Quality Standard (Planet Finance Nepal)
- Developed the "Microfinance Passport", a 4-month distance learning course in microfinance
- Edited and published Pluralist, a fortnightly newsletter seeking to raise debates and provide researched insights into specific issues in microfinance development and evolution

### Planet Finance (PF)

*Executive Director, South Asia (April 2004 - August 2007), Regional Coordinator (October 2003 - February 2004), ICT Consultant (October 2002 - September 2003)*

- Established PF as a dynamic innovation centre and learning hub for microfinance in the region
- Represented PF and spoke at various National and International Conferences such as Asia-Pacific Regional Microcredit Summit (Dhaka, February 2004), IT@ work for the poor (Beijing, January 2004) and the *World Economic Forum* (New Delhi, December 2004) among others
- Presented the status of Microfinance in India to the *All Party Parliamentary Group on Microfinance* at the House of Commons in London, United Kingdom (December 2004)
- Secured institutional funding for 10 years totalling USD 1 Million locally, project financing from European Commission (> € 1.5 Million) and carved partnerships with UNDP, ABN AMRO Bank, ING, and others
- Conceived and successfully implemented innovative training and technical assistance approaches namely Microfinance Process Excellence Awards (*135 MFIs participated in the programme and training provided to over 450 practitioners*), assembleIT (*5 training sessions organised in India and Nepal for over 150 practitioners*) and roughIT (several training missions conducted in India and Nepal) and Microinsurance Innovation Initiative (75 training sessions organised across India with participants from over 700 NGOs/MFIs)
- Initiated and successfully managed livelihood restoration/diversification projects in the post-tsunami context in India and Sri Lanka
- Established the Nepal country office through a € 200,000 enterprise development project which culminated with the National Handicrafts Fair in Kathmandu (February 2006) and secured funding for a follow-on three year project in microenterprise development (budget € 600,000)
- Championed the implementation of ISO 9002:2000 Quality Standard. PF India is certified to the standard since December 2005 by KPMG
- Edited and published *SMALL CHANGE: microbusiness monthly*, the first print magazine globally, focusing on microenterprise issues, published during May 2005 and February 2007 with a circulation of 3000 copies per month and 1200 subscribers in 7 countries

### **Technip Engineering and Consultancy Services**

*Senior Manager (Projects) (April 1998-September 2002)*

- Successfully marketed infrastructure systems and solutions to various large Public Sector corporations
- Managed the project for the development of power control System for Delhi Metro for ELIOP S.A. Spain
- Provided management support to teams implementing power and railway sector projects
- Managed a business unit importing bulk drugs and supplying to pharmaceutical companies
- Developed and maintained the corporate website and intranet

### **Schematic Finance/ Hoffland Finance**

*Branch Manager / Junior Manager (July 1996-December 1997)*

- Consistently exceeded targets for insurance and term deposit products
- Introduced new high-value clients to the company
- Initiated process benchmarking and continuous improvement practices in the company

### **Education and Training**

Doctoral Scholar (2014) / MBA Finance (1996) / PG Diploma in Public Relations and Advertising (1994) / B. Sc. Honours (1993)

### **Publications and Presentations**

- “Crossfire: Will electronic banking reach the very poor?” *Enterprise Development and Microfinance*, March 2008
- Published articles on Microfinance Regulation, Sustainable Tourism, Cooperatives, Producer Companies and Information Technology and Dr. Microfix (answering queries on microbusiness issues)
- Prepared a comprehensive report on the comprehension and early implementation of Business Process Reengineering (BPR) in India titled “Business Process Reengineering and its Indian Imperative”(1996)
- Wrote an award-winning essay titled “Turning Around Underperforming Business Units in India” (1995)

### **Personal Profile**

Male/39 Years/Single/Indian

*Interests:* Reading, Writing, Music, Painting, Travelling, Trekking and Mountaineering

*Shivendra Sharma/Resume*