

## BIOGRAPHICAL DATA SHEET

1. Name (Last, First, Middle) <b>CLARK Oliver</b>		2. Contractor's Name	
3. Employee's Address (include ZIP code) <b>23 Rue St Vincent de Paul, 75010, Paris, France</b>		4. Contract Number	5. Position Under Contract
		6. Proposed Salary	7. Duration of Assignment
8. Telephone Number (include area code) <b>00 33 1 45260633 OR 00 33 628064797</b>	9. Place of Birth <b>New York, USA</b>	10. Citizenship (If non-U.S. citizen, give visa status) <b>USA</b>	
11. Names, Ages, and Relationship of Dependents to Accompany Individual to Country of Assignment <b>N/A</b>			

12. EDUCATION (include all college or university degrees)				13. LANGUAGE PROFICIENCY (see Instruction on Page 2)		
NAME AND LOCATION OF INSTITUTION	MAJOR Business Management & Economics	DEGREE	DATE	LANGUAGE	Proficiency Speaking	Proficiency Reading
Krannert Business School, Purdue Univ. (USA)		<b>MSc.</b>	1994 - 1996			
Sorbonne, Paris	M.A. full honours	History Law as minor ,	1983 - 1984	English	5	5
Institut d'Etudes Politiques, Paris	B.A.	Political Science	1982 - 1983	French	5	5
Sorbonne, Paris	Diploma	History and Econometrics	1981 - 1982	Spanish	4	4

### 14. EMPLOYMENT HISTORY

1. Give last three (3) years. List salaries separate for each year. Continue on separate sheet of paper if required to list all employment related to duties of proposed assignment.

Dates from-to	Location	Company	Description
Feb – Mar '09	<b>BELGIUM</b>	Private client	Several training sessions for the National College and for the regional management of the Belgian Civil Servant's Trade Union on the theme of the use of psychological profiling (MBTI instruments) and other Negotiations techniques in the framework of national trade union negotiations.
Sept - Oct '08	<b>SYRIA</b>	Central Bank /EU	In the framework of Syria's <b>macro-economic transformation</b> , valuation of the Central Bank's "Bank Training Centre", and its <b>Communication Strategy</b> , planning / implementation for communication policies and processes. Preparation & <b>Project Management</b> for the BTC's Opening Ceremony: design, logistics and organisation.
June '08	<b>LEBANON</b>	EU	Preparation and moderation for a Workshop presenting the Inception Report for a Vocational Training & Education School in the Bekaa Valley. Work with the Management team and the Ministry on the LogFrame, OWP & AWP.
Jan – March '08	<b>ECOWAS COUNTRIES</b>	NEPAD and EU	Participation in the 1 <sup>st</sup> <b>NEPAD</b> Business Group Forum on regional Economic Integration. Macro-economic study and report on <b>ECOWAS (CEDEAO)</b> Regional Economic Integration and Business Opportunities. Presentation of the report and Moderation of the Forum's working Groups.
Aug-Sept '07	<b>SYRIA</b>	HIBA	Curriculum Development and series of <b>Teacher's training</b> courses for Future HIBA (Higher Institute of Business Administration) teaching staff, preparing them to their Master's and PhD in Europe. Theme of the training : Economics, international trade flows and General Management.
Jan-Feb '07	<b>LEBANON</b>	EU	Organisation, under the auspices of an EU-Lebanese Industrial Modernisation Programme, of four international study visits (to over 6 EU Member states & Pre-accession countries) for Directors of Chambers of Commerce and senior BSI Officials.
April – Nov. '05	<b>SYRIA</b>	HIBA (Higher Institute for Bus.Admin.)	Series of Management training courses and simultaneous training of trainers in the framework of a national MBA diploma. Disciplines : HRM leadership, public speaking & presentation, verbal and written Communication, negotiations.
Oct-Nov '04	<b>SYRIA</b>	European Union	Set-up and organisation of a two day workshop and negotiation round table, aimed at reconciliation between the EU Delegation and relevant Ministries about an EU co-funded Project to establish a higher education and MBA Institute. Task include mediation between the parties and moderation during the workshop.
Sept-Oct '04	<b>YEMEN</b>	European Union	Team member, dedicated to <b>Organisational development</b> of <b>Training</b> and <b>HRD</b> issues on a <b>Capacity-building</b> project for the national <b>Social Development Fund</b> organisation. Specific tasks: develop mission methodology for TNA & HRD Capacity evaluation, design templates and interview formats and apply statistical TNA tools, design a training policy, conduct <b>organisational capacity analysis</b> through head office work and field visits to most Branch offices.

Feb-Mar. '04	<b>EGYPT</b>	Government of Egypt	Establishing options for the future <b>network structure of BSPs</b> and training centers throughout the country. Design of the <b>legal and administrative structure</b> of the apex organisation, as well as its mandate. TORs included defining the scope and nature of its advisory services and the <b>voucher system</b> for subsidy allocation.
March-Aug 03	<b>ALGERIA</b>	USAID / Hewlett Packard	Design phase for a " <b>digital business village</b> " network linking the local University, business & training centre for SMEs and a number of public administration organisations. Tasks included meeting with potential business and political partners both in Europe and in Algeria, design of structure and <b>methodology</b> for the <b>project management</b> , selection of recipient municipality and local NGOs.
Feb.-July '03	<b>MOROCCO</b>	UNICEF / Générale des eaux (Veolia)	Setup and <b>project management</b> and monitoring for a " <b>school rehabilitation</b> " programme in the Rif region around Tangiers. The project is funded by Veolia, UNICEF Maroc, UNICEF France, private funds from Regions and municipalities in Europe. Responsibilities covered : <b>project management</b> for the main group of donors, design of <b>monitoring</b> methods and tools, search for additional donors and <b>negotiating</b> of the legal and contractual multilateral agreements.
March-Sept 2002	<b>LEBANON</b>	EU MEDA	Thirty general audits (average of one-week each) of food & packaging industry SMEs applying for EU-funded TA. Objectives : identify and prioritise any possible Training and TA needs, to allow firm to become more competitive prior to EU-MEDA free-trade agreement. Main focus on : HR, Training, strategy, marketing, export, productivity, HACCP, ISO 9000, GMPs
July '99 / Aug. '01	<b>SPAIN</b>	E.U. DG1 MEDA	<i>Project on-site study and complete <b>evaluation</b> of previous <b>rehabilitation strategy</b> for a Euro-Arab Management Training Institute. Design of modifications to Financing Agreement and TAP for vote by Member states.</i>
Sept. '00	<b>ARUBA</b>	E.U. DG8	By interim, Acting Director of the Training Institute, tasks : Curriculum development, administrative, procurement and managerial tasks, as well as relations with Government NAO & EU Delegation. Management training Project for the Public service and the private sector : Objective : increasing capacity and national self-sufficiency in Management by high-level training & consultancy. Responsibilities : designing training seminars , conferences and courses, marketing the Institute and its services, carrying out training and consultancy (internal & external), using media to expand public coverage, preparing ISO 9000.
1998 (July / Aug.)	<b>MADAGASCAR</b>	USAID	<b>Training</b> project impact evaluation : <b>Evaluation of impact</b> , both macro-economic and on recipient financial institutions (Central Bank of Madagascar and savings banks), of 5 yr. training program funded by USAID, Swiss Aid and World Bank.
1996-7 (Nov. / Mar.)	<b>TUNISIA</b>	EC DG 1 MEDA	"Appui au Fond d'Insertion Professionnelle": Audit of the FIAP (training and professional competence) programme. Evaluation of Curriculum, administrative and macro-economic effectiveness and efficiency. Exploratory, <b>Monitoring &amp; Evaluation</b> : support to national vocational private SME training institution. Background: poverty alleviation
1996 / 97	<b>ZAMBIA</b>	EU DG 8, (BAS) Zambia Export Growers Assoc.(ZEGA)	Mgmt. training needs analysis for Individual member enterprises; design, organisation and conduct of training trainers programme. Business Advisory Services to individual clients & associations included : <ul style="list-style-type: none"> <li>▪ re-engineering transit &amp; storage enterprise in Lusaka airport</li> <li>▪ quality control and process flow in floriculture</li> <li>▪ improving and streamlining procurement policies</li> <li>▪ analysis of individual farms to evaluate coffee exporter's weaknesses</li> <li>▪ examine the effectiveness of tobacco farmer's operations and Association</li> <li>▪ study of the export bottlenecks an the commodities' production environment</li> </ul>
1995 / 96	<b>LITHUANIA</b>	EU PHARE	Agriculture and Fisheries sector rehabilitation project. Responsible for curriculum development and administrative setup of <b>training school</b> and cursus design and training of trainers in a series of ongoing short term missions. Throughput: 2000 trainees p.a
1995	<b>MAURITIUS</b>	World Bank	<b>Project Identification study</b> , In the framework of a co-financing agreement for training & consultancy inputs, study of the Island's major consultancy needs : restructuring textile, sugar, distillery and tourism industries.
1994	<b>HUNGARY</b>	Aquitaine Region : (bi-lateral) funded Hungarian SME	Public/private sector <b>development seminars</b> . Project leader, 300 hour training cursus for public/private sector senior executives and entrepreneurs in management related disciplines, sponsor co-financing from (Volkswagen, Bull, Credit Lyonnais, France Télécom.....).
1992 - 1993	<b>FRANCE</b>	Enjeux de l'Europe, Paris	Communications & Marketing Manager for a quarterly lobbying journal in French, German, English. Major European issues of political, economic, regional development. Audience of European parliamentary, administration and political figures. After 1994 : foreign correspondent & contributor to articles and interviews.
1991	<b>VIETNAM</b>	UNHCR-EEC	Conducted in-house management audit, operations flow-chart and designed an internal training programme for local line managers. Role in the design and implementation of procurement systems.
1990	<b>CONGO</b>	ELF-Agricongo	Feasibility study for an agricultural project, small holder rural development and intensive mixed cash crop farming. Emphasis on project administration and training.
1990	<b>SRI LANKA</b>	ELF/CERADA (NGO)	Design study of an agricultural training center and experimental farm center. Establishing of budgets (1.5 million US-\$), curriculum, administration structures and linkages with Sri Lankan government. Work on all administrative, procurement and strategic aspects of the design of the project.

1985 to 1986	TANZANI A	(COGEFA R) World Bank funded	<ul style="list-style-type: none"> <li>▪ supervisory duties: hiring, training, supervising, mediating work relations</li> <li>▪ administrative duties coordinating relations with Tanzanian government offices</li> <li>▪ organising company security, travel and transport logistics planning. Operating</li> <li>▪ controlling 12 vehicle motor pool &amp; 2 company planes.</li> </ul>
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2. Salary definition – basic periodic payment for services rendered. Exclude bonuses, profit-sharing arrangements, commissions, consultant fees, extra or overtime work payments, overseas differential or quarters, cost of living or dependent education allowances.

POSITION TITLE	EMPLOYER'S NAME AND ADDRESS  POINT OF CONTACT & TELEPHONE #	Dates of Employment (M/D/Y)		Annual Salary
		From	To	Dollars

**15. SPECIFIC CONSULTANT SERVICES** (give last three (3) years)

SERVICES PERFORMED	EMPLOYER'S NAME AND ADDRESS  POINT OF CONTACT & TELEPHONE #	Dates of Employment (M/D/Y)		Days at	Daily Rate
		From	To	Rate	In Dollars
Senior Trainer Belgium	ALBEDO (00 32 494761493)	April 09	June 09	7	1150 /day
Head of Mission Central Bank Training Center	TRANSTEC (32-2-266 49 50)	Sept 08	Oct 08	27	920 /day
Senior Economist	HTSPE (44 (0) 1442 202400)	Jan 08	Mar 08	60	870 / day

**16. CERTIFICATION: To the best of my knowledge, the above facts as stated are true and correct.**

Signature of Employee     Oliver Clark	Date 05/18/09
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**17. CONTRACTOR'S CERTIFICATION** (To be signed by responsible representative of Contractor)

Contractor certifies in submitting this form that it has taken reasonable steps (in accordance with sound business practices) to verify the information contained in this form. Contractor understands that USAID may rely on the accuracy of such information in negotiating and reimbursing personnel under this contract. The making of certifications that are false, fictitious, or fraudulent, or that are based on inadequately verified information, may result in appropriate remedial action by USAID, taking into consideration all of the pertinent facts and circumstances, ranging from refund claims to criminal prosecution.

Signature of Contractor's Representative	Date
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