

TONI HASSENMEIER

M.A. in International Development Studies Betriebswirt (VWA)

Nationality: German
Date and place of birth: 02.September 1978, Hagenow
Marital status: unmarried
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Skills and Competencies

During my professional career I have worked in private sector companies and public sector institutions, smaller and big international companies. A particular interest of my work has always been the improvement and enhancement of existing processes and procedures. I developed strong skills in process and group facilitation coupled with sound knowledge and experience in project management, organisational development (living systems approach), business management, business development, public financial management, creativity methods and socio-economic development.

Personal attributes:

- Structured work approach
- Calm, good listener and comfortable speaker
- Solution oriented, following cooperative and collaborative processes
- High level of creativity

Professional Experience

- 04/2016 - Project and Business Developer working on topics such as
today
- Community Based and People Centred Rural Development Approaches
 - Business Development in Rural and Remote Areas
 - Small Scale Food Processing, utilizing wild fruits and farmed fruits
 - Food Waste Reducing Opportunities, incl. Non-Food Alternatives
 - Poverty Reduction and Rural Development
 - Development of an exchange platform for food processing ideas in Zambia at www.civocracy.org/bfpin
 - Barotse Food Processing and Innovation Network (Joint Concept Note prepared with World Fish and Bioversity International)
- 05/2017 – GAIPA, formerly Post Harvest Challenge (Project to establish a web-based platform on
today agricultural production and processing technologies, providing easier access to information for farmers, agro-dealers, extension officers and others. In a second step a advisory service will be added to assist with challenges of access to finance, business development and marketing.)
- Project Developer and Manager
 - o Design and development of the concept
 - o Engaging of partners in Germany and African countries
 - o Research on technical solutions
- 04/2017 – Short-term Consultancy for africon GmbH
06/2017
- Market research in Zimbabwe and Zambia for a German EXPO organization in the areas of
 - o Food & Drink Technology
 - o Infrastructure & Environment
 - o Construction & Infrastructure
 - o Real Estate

- 11/2016 - today Wheeling Fruits (Berlin, Germany / Nairobi, Kenya); Mobile Fruit Processing Solution developed from the Food-Up Group
- Business Development Manager
 - o Developed the concept of a mobile juicing unit, engaging technical, logistical and fruit partners
 - o Developed the business case and pitching materials
 - o Partner management
 - in various countries, including Kenya, South Africa and Germany
 - of various stakeholder, including engineering and cooperating partners, like Yield Wise initiative of Rockefeller Foundation
- 04/2016 - today Liangati Mubula Project in Western Province, Zambia
- Project Developer and Manager
 - o Design and development of the concept
 - o Engaging local nutrition group (Community based group), partner NGO and potential supporters
 - o Managing the start of a support NGO in Germany
 - o Research on local fruits
 - o Market research and marketing of fruit products in Zambia and abroad
 - o Partner Management of donor and government agencies
- 02/2016 – 11/2016 Food-Up (Berlin, Bremen, Bielefeld, in Germany / Nairobi, Kenya)
- Group Coordinator and speaker of the group
 - o Organized the Food Up group as part of the GIZ lab of tomorrow on food waste in Kenya, ensuring a common perspective of the group and the meeting of deadlines for deliverables. Coordinating of food waste research with Open Capital Advisors.
- 12/2009 – 09/2015 Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH (in 2011 merged into GIZ; Lusaka, Zambia)
- Economic Advisor in the Good Financial Governance Programme, seconded to the Ministry of Finance Zambia.
 - o Provided Policy Advice, incl. Policies on Labour Intensive Road Construction through Cobblestone Technology, Using Local Materials, Resulting Cobblestone Paving Projects tendered by Zambia's Road Development Agency
 - o Supported National Development Planning processes, contributing to the alignment of planning cycle with electoral cycle, stronger focus and results orientation
 - o Implemented Training Cycle on Economics Topics, in cooperation with the University of Göttingen
 - o Supported Senior Civil Servants to confidently lead the Process on Implementing an IT-based Government-Wide M&E System (Management Information System (MIS)), incl. Labour MIS
 - o Facilitated the Development of the Zambian Public Financial Management Reform Programme, MIS, annual Team Building and Departmental Planning Workshops
 - o Created a Supportive Climate for Change at M&E Department of the Ministry of Finance
 - o Supported IT-based Methodologies for Policy Development
 - o Piloted Benefit Incidence Analysis as Planning and Monitoring Tool on Sub National Level, jointly with National Planning Department
 - o Supported the Development of the Action Plan on Youth Empowerment and Employment for Zambia
 - o Built trusting relationships and work environment between Ministry of Finance and GIZ Program, lasting beyond personal attachment to Ministry of Finance
 - Gender Officer for GIZ Zambia (11/2010 – 11/2013)
 - o Established Cross Programme Gender Working Group within GIZ Zambia
 - o Achieved successful Mainstreaming of Gender topics into all GIZ Programmes in Zambia
 - o Raised Gender sensitivity within GIZ Zambia, e.g. improved Conditions of Employment

- 08/2009 – Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH (Eschborn, Germany)
11/2009
- Junior Specialist, Competence Centre Economic Policy and Private Sector Development
 - o Organized Logistics for the Sector Network Meeting “Economics and Employment”
 - o Co-Author of Strategy Document on Strengthening Program Based Approaches
- 10/2004 – Siemens AG, Communications, Mobile Networks (Berlin & Munich, Germany)
10/2006
- Commercial Product Management for Mobile Data Software Solutions (World Responsibility of 20 Mio. € Sales Volume)
 - o Calculated and reviewed product Business Cases, and presented to Management
 - o Budget Planning for Software Development and Sales
 - o Ensured correct recognition of Cost and Sales of small Mobile Data solutions within large scale projects
 - o Transferred Software Product to Siemens Austria, ensuring sustainability of product
 - o Negotiated External Services and Software Components of Mobile Data Solutions, including 1 Mio. US\$ savings in existing contract
 - Commercial Project Management (Regions: Asia, Middle East, Africa, Eastern Europe)
 - o Financial Calculation of Projects
 - o Ensured correct recognition of Cost and Sales of small Mobile Data solutions within large scale projects
 - o Simplified Processes and Procedures with other Siemens Entities
- 10/2003 – Siemens AG, Seconded to Siemens Telecommunications Ltd. (Sietel) (Pretoria & Midrand, South Africa)
09/2004
- „Info-Jahr“, Promotional Programme for Staff of Siemens AG
 - o Assistant to Commercial Head of Sietel Operations
 - o Coordinated the Budgeting Process of Sietel Operations Departments
 - o Analysed and Improved Sietel Operations Processes and Procedures
 - o Cost Center and Project Controlling
- 09/2001 – Siemens AG, Information and Communication Mobile (Berlin & Munich, Germany)
09/2003
- R&D-Controller for Mobile Data Services
 - o Controlled Annual Budget Planning and Software Development
 - o Procurement of Hardware and External Services
 - o Analysed and Improved Internal Processes and Procedures

Internships

- 02/2009 – Gesellschaft für Technische Zusammenarbeit (GTZ) (Eschborn, Germany)
08/2009
- Intern at Competence Center Economic Policy and Private Sector Development
- 09/2007 – German Embassy Pretoria (Pretoria, South Africa)
11/2007
- Intern at the Departments of Politics / Protocol / Economics

Education / Vocational Training

- 10/2006 – Master Program International Development Studies (Marburg, Germany)
04/2009
- Degree:**
M.A. in International Development Studies (11.8/15)
Thesis: „Poverty Reduction Strategy in Sambia – ein eigener Weg?“ (12/15)
- 10/1999 – Business Administration (Essen, Germany)
03/2003
- Degree:**
Master in Business Administration (1.6; scale: 1 = very good to 6 = poor)
Thesis: „Human Capital Holding“ (1.0; scale: 1 = very good to 6 = poor)
- 10/1999 – "Stammhauslehre" as Industrial Clerk/Accountant at Siemens AG (Hamburg, Germany)
09/2001

Additional Training

- SME Business Loop Master Coach Training
- Young Leaders for Sustainability, Training Cycle on Leadership, Innovation, Sustainability and Global Trends (www.youngleadersforsustainability.de;))
- Multiple Training Measures in Facilitation and Organisational Development, with the background of understanding organizations and groups as living or organic systems
- Training Cycle on several Development topics (Poverty Measurement, Poverty Analysis, Gender Gap Analysis, Evaluation Methods, Benefit Incidence Analysis, Basic Econometrics)
- Young-Leaders-Seminar „Unternehmen als Entwicklungsagenten – Perspektiven für eine marktbasierete Armutsbekämpfung" (Companies as Development Agents – Perspectives for a Market Based Poverty Fighting) Chair of Business Ethics, Martin-Luther-University Halle-Wittenberg
- Project Management Training, according to PMI and Siemens in-house standards

Awards / Honorary Posts / Extracurricular Activities

- Startery Professional Program 2017 awardee at Social Impact Lab Berlin
- Member of Organizing Committee of Symposium „No future without the past - Perspectives of democratisation and promotion of peace in the Great Lakes Region, Central Africa" 14.-17.August 2008 in Marburg
- Several Posts at SV Lilienthal Falkenberg (1994 to 1999: Speaker of Youths, Member of Board, Coach of Youth Team, Referee)

Language skills

German	Mother Tongue
English	Excellent
French	Basic

Memberships

- European Association of Agricultural Economists
- German Africa Foundation
- BUND e.V. (Bund für Umwelt- und Naturschutz Deutschland; Friends of the Earth Germany)
- AfricAvenir International e.V. (Providing a Public Platform for African Perspectives)

Referees

1. Mr Chola Chabala, Permanent Secretary – Development Planning and Administration, Ministry of National Development Planning, Lusaka, Zambia
Phone: +260 211 252395, +260 977 772 113
E-Mail: chabala@mndp.gov.zm, cjchabala@yahoo.co.uk
2. Ms Doris Nüchel, Ministerialrätin, Deputy Head of Division Budget and Human Resources, Bavarian State Ministry for Labour and Social Affairs, Family and Integration, Munich, Germany
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3. Mr Christian Quickert, Commercial Director Region South, Dussmann Service Germany, Munich, Germany
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4. Mr Clifford Klaas, Executive Director Siemens Africa for Corporate Affairs, Human Resources and Sustainability, Midrand, South Africa
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