

CURRICULUM VITAE

Lilian Atieno Magak

PERSONAL INFORMATION

Field of Specialization	Sustainable systemic markets development, Inputs & Output Markets, Stakeholder influencing, grant and non-grant management, Climate-smart Agriculture, Commercial Forestry, accounting & Finance, Intervention design and project management, planning, monitoring, evaluation, and learning.
Current Address	P.O. BOX 100655 – 00101 Jamia - Nairobi. Mobile: + 254 721 413522 Email address: lilianmagak@gmail.com
Nationality	Kenyan
Languages	Languages: English, Kiswahili, Dholuo, French (basic)
Career Aspiration	To work with and address communities and small enterprises' needs by identifying the market access bottlenecks through market assessment and value chain analysis leading to designing result-oriented and impact-full pro-poor interventions.

BACKGROUND PROFILE

I am a team player, innovative, result-oriented, with “hands-on experience” in a variety of industries and not-for-profit organizations in Kenya, Tanzania, and UAE with proven experience in developing pro-poor models in the agricultural and commercial forestry sector. I have delivered real societal impact and measurable results with the ability to work effectively in challenging environments.

EDUCATION BACKGROUND

Graduate Qualification

- ❖ Pursuing Master’s Degree in Strategic Management – University of Nairobi 2020

Bachelor’s Qualification

- ❖ Bachelor of Business Administration, Kenya Methodist University; September 2011- August 2013
- ❖ Diploma in Business Management, Kenya Institute of Management; July 2007 – December 2008
- ❖ Strathmore College – KASNEB Exams; 1995: Certified Public Accountant (CPA part I) passed.

OTHER CERTIFICATIONS

Professional courses

- ❖ Partnership accreditation course -Partnership Brokers Association – Canada - ongoing
- ❖ Partnership Brokerage certificate - Partnership Brokers Association – February 2020 Canada
- ❖ Markets Systems Development & Results Measurement - DevLearn– August 2020
- ❖ Fundamentals of Monitoring and Evaluation (USAID), September 2015
- ❖ Academy for Sustainable Development (New trends in sustainable development); ILO - Lusaka August 2015
- ❖ Certificate of Participation Training - Making Markets Work for the Poor Training (M4P) at The Springfield, June 2015

KEY COMPETENCIES

I am an experienced market system and business development specialist with well over eight years of hands-on working experience in designing, implementing, and guiding rural development programs in the agriculture and commercial forestry value chains through pro-poor approaches like M4P. I have worked with government institutions, private and development sectors in international and multicultural settings in Kenya, Tanzania, and the U.A.E. My specific skills include but are not limited to the following:

1. Intervention design and Implementation:

- Intervention scoping of status quo of commercial forestry, Commercial forestry contractor services, local and international seed sources
- At Gatsby Africa's **Kenya Commercial Forestry programme (KCFP)**, successfully developed a three-pillar intervention design leading to Kenya Commercial Tree Improvement Strategy (KCTIS) endorsed by Sector actors. Currently leading the amendment of three seed regulations which will enable commercial forestry growers of all sizes to access improved germplasm for the sector.
- Developed a feasible intervention design that includes results chain, concept notes, recourse allocation, risk analysis, and implementation framework for Gatsby Africa's **Cotton and Textile Development Programme** in the Lake zone of Tanzania. This led to the establishment of a network of 350 village-based agro-dealers. At the implementation phase, I also managed contracts and donor funds.

2. Stakeholder management: Influencing, grant management, technical assistance:

- At Gatsby Africa's **Kenya Commercial Forestry Programme (KCFP)**, Successfully co-created with Kenya Forestry Research Institute (KEFRI) grant agreement funded by Gatsby Africa.
- Led and influenced validation of market-driven Kenya Commercial Tree Improvement Strategy (KCTIS).
- Successfully influenced National Environment Authority (NEMA), to extend the ban on plastic potting materials for one year to allow identification of alternative potting materials.
- Led the validation of the Site Species Matching Tool (SSMT) by KEFRI and awareness creation to sector actors. This tool has been adopted by Komaza, One Acre Fund, and Tree Growers Association of Nyandarua.
- Engaged consultants in the development of strategic program thematic areas including development of MoUs, grant agreements, and addendum.

3. Project and financial management:

- In my current role, I have successfully managed a KEFRI grant of USD 185,000 funded by Gatsby Africa.
- At Gatsby Africa's **Cotton and Textile Programme-Tanzania (CSDP)**, Successfully managed two million dollars grant co-funded by Gatsby Charitable Foundation and Conservation Agriculture Project Zambia from June 2012 to December 2013
- At 's **Cotton and Textile Programme-Tanzania (CSDP)**, managed implementation of a one-million-dollar grant agreement between Tanzania Gatsby Trust, DfID, and a consortium of 5 private sector actors (Yara Tanzania Ltd, Quton Tanzania Ltd, Syngenta, SeedCo, and Bayer) to drive the sustainable supply of quality agro-inputs in the lake zone of Tanzania.

4. Agricultural value chain analysis and intervention:

- Led value chain analysis of cotton, maize, and beans and used this information to develop spraying and tillage services in the lake zone of Tanzania.
- Steered private and government agencies engagement process, market systems diagnosis, designing and managing market-based interventions, managed non-grant and grant agreements.
- Successfully established a network of 350 village-based agro-dealers with a turnover of over USD 10 million. The VBA network impacted led to an increase in cotton growers' productivity and income and improved living standards for farmers. Established a network of 800 lead farmers in Tanzania.
- Influenced input suppliers to supply inputs to VBAs and facilitate capacity building 500 VBAs in the lake zone of Tanzania.

5. Commercial management:

- Led co-creation of grant agreements co-funded by Gatsby Charitable foundation and consortium of 5 with input suppliers (Yara Tanzania Ltd, Quton Tanzania Ltd, Syngenta East Africa, Bayer East Africa, drive a sustainable supply of agro-inputs in the lake zone of Tanzania
- Brokered relationships non-grant agreements input suppliers (Mukpar Tanzania Limited, Twiga Chemicals, Export Trading, East African Seeds to train lead farmers on good agronomical practices and supply inputs to farmers
- Successfully lobbied and influenced 30 private sector actors to collaborate with KEFRI identifying alternative potting materials suitable for tree seedling in response to the ban of plastics in Kenya Influence and mobilised input suppliers to provide capacity building to VBA's and farmers at their own cost in Tanzania.
- Key speaker at the United Nations Environment Assembly - Nairobi: Plastic Waste Management; Biodegradable Materials as Sustainable Alternative Solution Providing an example of the social impact Captured real-time data is important as evidence to support program activities of a ban on plastics without any solutions.

7. Monitoring, evaluation, and learning:

- In synch with the sustainable VBA network, I collaborated with M& E manager and used survey reports to make informed decisions on the VBA network.
- Used Human-Centered design consultants report the relationship between VBA's and lead farmers. The consultant's report informed the establishment of input aggregators
- With an IT consultant, I developed a cloud-based database (VBASE) used to capture up to date real-time village-based agro-dealers information regularly. This tool was also used to manage field activities.

Employment History

June 2019 to date: Intervention Manager Production Services & Policy - Gatsby Africa's Kenya Commercial Forestry Programme

Reporting to Deputy Director Production Services and Deputy Director Policy & Sector insights. In my current role, my work cuts across three interventions production, policy, and sector insights. This entails working and supporting public sector actors like KEFRI and KFS as lead partners with grant funding and later on-board private and development sector actors to provide input, endorse, and inclusivity.

Production and Policy Workstream: Access to improve germplasm intervention: support Kenya Forestry Research Institute (KEFRI) to develop a commercial Forestry improvement strategy anchored on gaps identified from four baseline studies and supporting the sector in seed regulations. Manage Gatsby Africa's grant funds to KEFRI of USD 185,000. Designed and managed access to improved seed germplasm intervention, monitored partnership health, represent the program in internal and external meetings, stakeholder assessment, identify opportunities for collaboration, manage intervention budget mobilize cross-sector partners to participate and endorse the strategy, risk management, promote an enabling environment for partners to develop sustainable solutions, negotiating changes to partnering agreement, secure partner commitments, and implementation.

Achievements

1. Evidence-based four baseline studies gaps in tree improvement validated by sector actors developed by KEFRI
2. A market-driven Kenya Commercial Tree Improvement Strategy aligned to program mission, vision, and goals) developed by KEFRI and endorsed more than 100 sector actors

Policy Workstream: Sector insight: Connecting sector actors by providing commercial forestry information aligned with the program strategy. In my current role, I analyze and influence sector actors using evidence, sharing sector information through meetings, dialogues with the sector.

Achievements

- Facilitated Kenya Climate Innovation Centre technical support to the commercial forestry Cohort. A cohort of 15 Kenya Climate Innovation Centre investors was trained in the principles of competitive commercial forestry.
- Mobilized 9 private sector actors to present relevant papers at the conference and 6 partners to exhibit new technologies across the commercial forestry value chain.
- Used evidence from KEFRI four studies and provenance trials results in Kakamega to influence KTDA, OAF, KEFRI on the importance of improved germplasm, site species matching tool, and good silvicultural practices.

Sights Species Matching tool (SSMT) - Production services: Under this intervention, my role was to create SSMT awareness for relevant CF actors to easily access SSMT matching information to make informed investment decisions for optimal production of timber.

- Over 100 sector actors identified are interacting with the Site species matching tool
- KEFRI committed to hosting SSMT link on their website
- One Acre Fund, Tree growers' association of Nyandarua, Kenya Tea Development Agency (KTDA), and Komaza have adopted the use of the tool.

April 2018 – June 2019 Intervention Manager - Research & Development: Gatsby Africa – Kenya Commercial Forestry Programme

Reporting to Deputy Director and managing one-line report. I led Eucalyptus species provenance trials in Kakamega and Sagana with One Acre Fund. Supported research on alternative planting media, testing, and identification of alternative bio-degradable potting materials. Led awareness creation and validation of Site Species Matching tool by Lobbied for an extension of the ban on plastic materials. Steered relationships with sector actors, manage relationships with 4 Public sector actors (KEFRI, KFS, National Environment Management Authority (NEMA), and Kenya Bureau of Standards (KEBS) actors and 30 Input suppliers

Achievements

- Extension of the ban on plastic materials by the National Environment Management Authority for one year from January 2019 to December 2020 to pave way for trials and identification of alternatives
- Suitable degradable potting materials identified and validated by sector actors
- Alternative potting materials adopted by Plantech, Komaza, Tigan, and OAF adopted
- Over 100 stakeholders interacting accessing and interacting with Site Species Matching Tool
- Site species matching tool validated by Kenya Forestry Research Institute (KEFRI) and sector actors.
- This tool has been adopted by more than four actors – Komaza, One Acre Fund, Tree Growers Association of Nyandarua
- Provenance trials successfully establish, evaluation reports used to influence sector partners in Kenya Tea Development Authority, KEFRI, KOMAZA, and OAF on the importance of access to market quality seeds/seedlings, matched to sights accompanied by good silvicultural practices

January 2013 to March 2018: Markets Development Manager – Gatsby Africa's Cotton and Textile development program (CSDP) - Tanzania: Reporting to the Deputy Director and supervising eight business advisors each managing 6 districts in the lake zone of Tanzania. Co-creation of grant collaboration agreement worth two million dollars and non-grant MoU's, mutual accountability, co-created partner governance structure, secured partner commitments, managing grant resources, Established VBAs network, identification, and capacity for VBA's, support VBA business compliance, linked VBAs with input suppliers, Government regulatory authorities, managed VBASE a cloud-based data system, managed relationships with sector actors. And ensuring alignment with program vision mission and goals, collation of work plans and associated budgets

Achievement:

- Establishment of a sustainable network of 360 village-based agro-dealers with shops, 290 commissioned aggregators with inspiration to ultimately set up shops.
- Successfully co-created and implemented a grant agreement with a consortium of five inputs suppliers (Syngenta East Africa, Yara Tanzania Limited, Bayer crop science, Quton Ltd, and SeedCo Tanzania Ltd.) worth 2million dollars.
- Established non-grant partnerships and signed MoUs with more than 4 companies including Export trading Co., East African Seeds, Hangzhou Agro, Suba Agroviet, and Monsanto to supply inputs and capacity building for more than 380 lead farmers.
- Eight district lead farmers groups and informal savings schemes were set up to enable access to finance for VBAs.
- With the support of an IT consultant, I established VBASE cloud-based data system to collect real-time information and data for VBA business decision-making and managing business advisors.
- Managed relationships with government agencies, public sector actors lead farmers, and project consultants prepared intervention design, collaborated with the communication team to deliver on the project's vision.

June 2012 to September 2013 – Markets Liaison officer – Tanzania Gatsby Trust: Reporting to project manager and supervised two field staff and led the delivery of all aspects of project implementation.

Achievements:

- Cotton Sector development Trust Office set up in Mwanza, Tanzania.
- Successfully managed donor (CARP & Gatsby charitable Foundation) funding of over one million dollars.
- 3000 lead farmers trained across 32 districts of the lake zone of Tanzania, 1800 adopted conservation agriculture leading to increased productivity and improvement in farmers living standards.
- Achieved A+ rating on the review and subsequent project evaluation of A rating by DfID and Gatsby Charitable Foundation.

Consignment Manager Demeter Group's Mukpar Tanzania - Mwanza- Tanzania: April 2010 to April 2012

My role entailed preparing product dossiers and labels, container tracking, importing and clearing agro-chemical containers from global suppliers, and dispatching to local distributors.

Achievements

- Imported, and cleared more than forty containers from China, Netherlands, USA, Kenya, South Africa to Tanzania.
- Exported more than 10 containers to Zambia, Mozambique, and Malawi and 8 branches of Mukpar Tanzania Ltd.
- Conducted competitor analysis, price monitoring, stock analysis, registration of cotton inputs in Tanzania.
- Managed relationships with private-public sector actors and government agencies like Tropical Pesticides Research Institute (TPRI) and Ukiriguru Agricultural Research Institute, development partners, and Private sector input suppliers leading to the registration of more than 10 pesticides in Tanzania
- and 6 insecticides approved by Ukiriguru Agricultural Research Institute for use in cotton.

• **Volunteer for Tanzania Gatsby Trust – Conservation Agriculture project.** May 2010 - Apr 2012

My role was to manage relationships between Tanzania Gatsby Trust funded by DfID and Gatsby charitable foundation. Also, support Conservation Agriculture Project Manager, coordinate the importation and distribution of inputs, ox-rippers, and tractor rippers from China, India, Kenya, and distribution of inputs to farmers through Cotton inspectors.

Achievements

- Built trust between Mukpar Tanzania Limited leading to an MoU and pilot of access to cotton inputs and capacity building for VBAs and lead farmers.
 - Capacity building (Business & Technical) for 100 lead farmers.
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- **Finance & Administration Assistant & Course Coordinator** - GADMAN ADVERTISING LTD. & ADAPTIVE MANAGEMENT CONSULTANTS & ADAPTIVE BUSINESS SCHOOL: 2003 – March 2013
 - **Finance & Administration Assistant; SAHALLA COMMERCIAL BROKERS – DUBAI;** Sept 2002 - Feb 2003
 - **Accountant, TOP TOYS/ MIDDLE EAST (EUROPEAN) SEAFOOD – DUBAI,** Jun 2000 – Aug 2002
 - **Secretary/ Accounts Assistant, HEIFER PROJECT INTERNATIONAL,** Oct 1998 – Jan 2000
 - **Accounts Assistant, NON- GOVERNMENTAL ORGANIZATION BUREAU,** Nov 1996 – Sept 1998
 - **Account Assistant receivables and payables, CHEMAGRO LIMITED,** Mar 1992 – Oct 1996