



CURRICULUM VITAE

NAME Adejumobi Fashola

NATIONALITY Nigerian

EXPERTISE

- Seasoned Private Sector Development Expert with 20+ years' experience in completing programme interventions.
- Highly adept at managing multi-disciplinary teams and has collaborated on engagements with high-level stakeholders. He has successfully worked on project financing.
- Skilled in conducting consultations and public-private dialogues on business environment issues.
- Core and proven expertise in conducting market assessments, strategy formulation and implementation, change management, organisational diagnosis, public-private partnerships, project financing, project management, due diligence, business process improvement, restructuring, team development, facilitation and stakeholder management

QUALIFICATIONS

- Post-Graduate Diploma in Digital Business | Emeritus Institute, in collaboration with MIT and Columbia Business School | 2020
- MBA (Finance) | Grenoble Graduate School of Business | 2009
- Accounting Technician | Association of Accounting Technicians, United Kingdom | 2006
- Post-Graduate Diploma in Marketing Management | Chartered Institute of Marketing United Kingdom, 2005.

EMPLOYMENT

PPP Advisor |Nigerian Governors' Forum |June 2024 - Present

- Provide technical advisory to state governments in developing PPP pipeline while facilitating knowledge sharing and delivering capacity-building sessions on PPP to State officials.
- Assist states in developing their PPP pipeline and developing and delivering capacity-building sessions on PPP to state government officials.
- Facilitating learning sessions on institutional processes and criteria for identification, screening, preparation, procurement and contract management processes.

Stakeholder Engagement Consultant |Just Transition Strategies for Nigeria | Centre for Climate Change & Development |May 2024 - Present

- Assessed the socio-economic and environmental impacts of transitioning industries in alignment with Nigeria's nationally determined contributions
- Developed stakeholder engagement and collaboration frameworks, ensuring inclusive participation in the transition process.
- Contributed to the inception report by ascertaining the socio-economic and environmental impacts of transitioning industries in alignment with Nigeria's nationally determined contributions.

Stakeholder Consultant (Kano State Draft Climate Change Policy) |Partnership to Engage, Reform and Learn (PERL) ARC/PACE – FCDO |Jul 2024 - Present

- Designed the engagement strategy that involved stakeholders from 11 different sectors and diverse groups in the policy development process.

- Analysed and synthesised stakeholders' feedback to identify common themes, areas of disagreement, and potential trade-offs. I also summarised the findings in a comprehensive report that can inform policy decisions.
- Developed robust mechanisms to ensure stakeholders' consultations continued beyond the policy formulation phase, with their stated roles in the Action Plan during the implementation and monitoring phases.

Investment Expert | Development of Roadmap for Nigerian Climate Change Fund |Africa Climate Fund Green Protocol | June 2023 – October 2023

- Contributed to the development of the National Climate Fund roadmap for Nigeria on a Green Protocol and African Climate Foundation assignment,
- Completed an incisive and comprehensive stakeholder mapping, capturing target government agencies (environment, finance, and energy), private sector, civil society organizations (CSOs), development partners, multilateral climate funds, vulnerable communities, and international bodies.
- Stipulated a nascent and pervasive engagement plan, including analysis and findings report, to ensure end-to-end programmatic participation of target stakeholders and communities.
- Collaboratively facilitated 25+ sessions to elicit information on the objectives, governance, financing mechanisms, and strategic focus areas of the National Climate Fund.

Technical Advisor/Work Stream Lead | Institutional Support to Strengthen the Capacity of the Edo State PPP Office. UKNIAF-FCDO-Project Implemented By Africa PPP Advisory Services | July 2022 – Present.

- Assure constant review of infrastructure projects to ensure selected PPP projects meet climate-smart investment criteria.
- Surge policy milestones on pivotal sectors through regular political economy analysis, deepening contexts while routinely updating knowledge on compliance and intervention opportunities.
- Provide cross-functional leadership to a multidisciplinary team of 20+ project staff and consultants.
- Collaboratively lead experts' inputs to collate, analyse, and prepare concept notes and business cases on selected PPP projects while aligning outputs to stipulated objectives of budget and project cost benefits.

Market Demand Lead | Business Case Development for A \$60 Million Industrial Park in Nasarawa State |African Public Private Partnership Advisory. Apr 2023 – July 2023

- Improved regional market opportunity by implementing data-driven insights to leverage industry trends, achieving a detailed directory of prospective occupants about future fiscal, revenue, and commercial advantages.
- Proactively identified vital stakeholders, adopting relevant insights into the change management blueprint to forestall legal infractions, foster mutual understanding, and improve knowledge of project benefits to the local region.
- Infused forward-thinking sustainability directives into project life-cycle from end-to-end, thereby increasing prospects of future funding, investment, and partnerships centred on the global sustainability and climate change discourses.

Investment Advisor | World Bank-supported Mindiver Project Developing Finance Mechanisms for Junior and Artisanal Miners Implemented by Oxford Policy Management |Dec 2021 – May 2023

- Led extensive collaborations to stipulate compelling strategic options, providing attractive business cases, thereby surging investment prospects.
- Successfully regularized business financing and bidding procedures, further articulating project objectives and broadening investment opportunities.
- Engaged with concerned stakeholders on financing prospects for junior miners.

Investment Promotion & Facilitation Consultant | Institutional Strengthening of Edo State Investment Promotion Office Supported by GIZ-SEDIN | Jan 2022 – Dec 2022

- Developed a multi-sector project pipeline, which improved investment prospects for a strategically curated directory of potential investors, providing increased investment opportunities for Edo state.
- Provided exceptional leadership to the project team, including mentorship on change and stakeholder management skillset and exposure, leading to improved sophistication in commercial correspondence.
- Spearheaded collaborative inter-agency supports to constitute a data-driven and strategic plan, aligning with viable global economic plans, thereby increasing the likelihood of attracting the envisioned \$200 million investment to the state
- Aptly facilitated economic tours for prospective investors and rigorously adapted communication material and channels to successfully articulate project plans, benefits and obligations.

Investment Promotion & Facilitation Consultant | Due Diligence on Nigerian Agriculture Company for \$90 Million Loan Facility for an International Impact Investor | Jan 2022 – Apr 2022

- Objectively assessed company and industry dynamics to establish commercial feasibility given the proposed scale-up.
- Conducted field visits and advised management on bankable improvements to business models, standard operating procedures, environmental sustainability plans, and community relations, thereby boosting business readiness for change.
- Conducted field visits to company locations to assess business models and operational execution.

Senior Learning Facilitator | Learning Evidence & Advocacy Partnerships (LEAP), FCDO Programme Implemented by Overseas Development Institute | Nov 2019 – June 2021

- Facilitated and prepared synthesized reports for over 40 team reflection sessions on thematic areas such as internally generated revenue, education, local governance, environmental sustainability, health and budget across 7 locations.
- Stipulated a cross-team knowledge management framework to routinely measure milestones, ascertain budget position, and reiterate envisioned outcomes.
- Developed a structured and systematic approach to conducting team reflection workshops to capture learning in an adaptive programme, leveraging analytical tools
- Aided comprehensive monitoring and evaluation and project insights with detailed reporting and analysis.

Local Economic Development Lead | Mafita, FCDO Programme Implemented by Adam Smith International | Feb 2019 - Oct 2019.

- Efficiently managed a multi-disciplinary team of 12 consultants to deliver exceptional milestones on access to finance, private sector engagement and provision of business advisory service, ensuring visible economic alleviation for marginalised youths in 3 Northern Nigerian states.
- Played a focal role in successfully implementing an NGN 40 million partial guarantee fund for artisans with Sterling Bank.
- Facilitated high-level meetings with government officials and private sector representatives to plan and deliver empowerment schemes and promptly address intervention challenges.
- Developed insightful and engaging capacity-building materials and delivered sessions to aid roll out.

Political Economy Analysis Consultant/ Ease of Doing Business Strategy Consultant | Partnership to Engage Reform & Learn FCDO Programme Implemented by DAI | Mar 2017 – Jan 2019

- Prepared sector Political Economy Assessment report with recommendations on opportunities for intervention entry points.
- Ideated, designed and facilitated a national learning session on investment promotion and facilitation with participants from 12 states and the Nigerian Investment Promotion Commission.
- Conducted primary and desk research to update the Political Economy Analysis assessment.
- Facilitated capacity-building workshops for project partners on the application of political economy analysis.
- Improved adoption of simplified and technology-driven processes by delegating government officials from all Southwestern states, following intensive capacity-building sessions

National Investment Facilitation Consultant | Growth & Employment in States (GEMS3), FCDO

Programme Implemented By Adam Smith International | Oct 2016 – May 2017

- Increased number of active partners by 10% in 3 months, superseded team milestones two months early, following highly successful management of technical work streams in Lagos, designing and executing innovative intervention engagement strategies.
- Reviewed proposals for KADIPA across different sectors to develop their initial pipeline of projects valued at \$300 million.
- Achieved in-depth insights for intervention blueprint following completion of 3 focus group discussions to ascertain policy impacts on local businesses in tax catchments.
- Supported the first management team of Lagos Global in setting up agency operations and initiated a clear and cohesive approach to teamwork with successful project execution.

Intervention Lead, Lagos State | Oct 2014 – Oct 2016

- Efficiently managed technical workstream to deliver tax interventions and capacity-building sessions to government tax and revenue collectors.
- Conducted high-level engagements with government officials and trade association members to improve the taxation collection processes and procedures.