

# CURRICULUM VITAE



- 1. NAME:** Bernhardt  
**2. FIRST NAME:** Peter  
**3. DATE OF BIRTH:** 27.02.1961  
**4. PASSPORT HOLDER:** Germany

## 5. EDUCATION

Institution from - to	Degrees and Diplomas obtained
High Court of Hamburg, Germany 1989 –1993	Second German State Degree in Law, Bar Exam, Attorney-at-Law
The German University of Administrative Sciences Speyer, Germany 1990	Certificate in Public Administration Science and National Economic Policies
Ecole Nationale d'Administration (ENA), Paris / France 1990- 1991	Post-Graduate Degree in International Public Administration Management (DIAP)
University of Rennes, France, Jean Monnet Centre of Excellence in European Law 1987 –1988	(D.E.A.) Master in Law of the European Economic Community (EEC) with honors
Universities of Würzburg (1980-82), Passau (1984- 85), Bonn (1986) and Frankfurt am Main (1987)	First German State Degree in Law (Master in German Law)
University of Caen, France 1983	Licence en Droit (Bachelor in French Law)
College Marienhöhe, Darmstadt / Germany	General Qualification for University Entrance
Thomas-Mann School, Darmstadt / Germany	Primary School

## 6. LANGUAGE SKILLS: (5 - excellent; 1 - basic)

Language	Reading	Speaking	Writing
German	Mother tongue		
English	5	5	5
French	5	5	5
Dutch	3	3	3
Spanish	1	1	1

## 7. MEMBERSHIP OF PROFESSIONAL BODIES:

Bar Association of Munich / Germany; Alumni Association of Ecole Nationale d'Administration (ENA); Rotary Club International

**8. OTHER SKILLS:** Fully computer literate, Film Script Composer & Film Maker

**9. PRESENT POSITION:** Team Leader in a 5.8 Mio EU-BMZ/GIZ co-founded private sector development project

**10. YEARS OF TOTAL WORKING EXPERIENCES:** 28

**11. KEY QUALIFICATIONS:**

**International and Regional Trade Law, Trade Policy and Trade Compliance Expert** with more than 22 years of experience in private-sector development, business enabling environment, multilateral and regional (RECs) trading systems (i.e. EU, WTO, ECOWAS, EAC, COMESA) and assessment and diagnostic of domestic national trade laws and trade policies in view of either accession requirements, post-accession compliance / harmonization and/or elaboration of national regulations and trade policies as well as organization / sensitization / formalization of Public- Private Dialogue in pre-accession and implementing stage of the policy cycle, EU Aid delivering modalities and procedures, including as team leader in various trade related donor projects and senior trade lawyer on World Bank's Afghanistan Diagnostic Trade Integration Study (DTIS). Ample knowledge of and experience in:

**National Trade Law and Trade Policy** analysis, evaluation, and policy design.

**Analysis and drafting** of EAC bill on the elimination of NTB's in the EAC Partner States

**Analysis and drafting** of the National Trade Policy of Afghanistan, including WTO accession and regional integration.

**Analysis and drafting** of Chapter II (Export Promotion and Multilateral Trade Integration) and Chapter IV (Regional Trade Integration) of WB Afghanistan DTIS;

**Monitoring and advisory** on EAC-EU EPA process.

**Cross-cutting expertise** of trade related and commercial legislation topics, with particular focus on trade policy, trade facilitation, quality standards and conformance issues;

**Excellent understanding of WTO / WCO and EU regulatory aspects affecting export/ import activities**, standards, conformity assessment & accreditation of export quality control processes and institutions, metrology, SPS /TBT;

**Legal analysis**, including preparation of road maps for necessary regulatory reform and the actual drafting of new legislation and amendments necessary for implementation and enforcement;

**Analysis of best practices** in the frame of enabling business environment for promoting investment opportunities in various countries;

**Extensive experience working with private sector representative organisations;**

**FDI in Africa**, setting up an organic tropical fruit agri-business VC from A-Z in West-and East Africa

**Analysis of institutional reform**, capacity building, training and workshop delivery, including training needs assessment, training design and delivery and on-the-job training and coaching;

**Excellent communication / diplomatic skills** with proven ability to advise, interact with and influence senior Government officials and donor representatives, as well as working with officials on a day to day basis.

**Certified Expert on Change Management and Crisis Management** in public and private institutions, ministries.

**Event Manager** in organisation, animation of seminars, and dissemination / sensitization workshops on international trade matters, including his function as eminent speaker on national, regional and international trade matters

**EU Project Cycle Management (PCM)**, including logical frameworks

**EU Evaluations** following the OECD DAC evaluation criteria (relevance, efficiency, effectiveness, sustainability and impact)

**Excellent knowledge of the East African region and the Economic Partnership Agreement evolution in the region**

**Excellent report writing skills in English and French.**

**12. OTHER RELEVANT TRAININGS:**

**2019 Capacity Works GIZ Certificate**

**2009 Certificate in Conflict Management – Conflict Resolution and Conflict Management within Teams and Organizations**, denkmodell GmbH, Berlin (9 weeks online course)

**Certificate in Change Management – Shaping Changes**, denkmodell GmbH, Berlin (10 weeks online course)

**1984 Studies of International Law and International Private Law**, International Court of Justice of the UN, Den Haag

**1985 Constitution of the United States of America and Germany-a comparative approach**, Friedrich-Ebert Foundation /Germany

**1985 Introduction to the Law of the United States of America** Friedrich Ebert Foundation / Germany

**1990 Introduction to English Legal Law & Methods**, Sydney Susses College / University of Cambridge

**1991 American Law Introductory Courses (ALICS)**, Friedrich Ebert Foundation in cooperation with University of Michigan, Ann Arbour

**1993 EU Environmental Law**, European University Institute, R. Schumann Centre / Florence

**1994 Management Training for Leaders in Politics and Administration**, Friedrich Ebert Foundation / Germany

**1994 Law of the Press & Media**, Friedrich Ebert Foundation / Germany

**13. COUNTRIES OF WORK EXPERIENCES**

Afghanistan, Pakistan, Armenia, Uganda, Kenya, Tanzania, Rwanda, Burundi, Ghana, Ivory Coast, Niger, Germany, Belgium, Saudi Arabia, Cameroun, Czech Republic, Burkina Faso, Togo, Mali, The Netherlands, France, Zimbabwe, Zambia, Botswana, Jordan and Vietnam. Mr. Bernhardt has travelled and stayed in total to 66 UN- listed countries.

#### 14. PROFESSIONAL EXPERIENCE

Period	Country	Employer	Position	Projects / Tasks / Management Experience
08/2021-03/2023	Vietnam	DAI Global Austria GmbH & Co KG  Kari.Busmann  Project Director  Kari.Busman@da ai.com  Donor: EU	Team Leader	<p><b>Project Mission:</b> Technical assistance to the Vietnam Government to maximize Viet Nam's benefit from preferential trade regimes, with a focus on regional agreements and the EU-Viet Nam FTA and IPA. The TL will be responsible for the technical implementation of EU's ongoing trade-related assistance flagship the Vietnam ARISE+ Programme. The ARISE Plus Viet Nam programme is a five-year programme (2019-2023) with a total budget of <b>EUR 6.4 million</b> that contributes to the integration of Viet Nam's economy into the global production chain through targeted support to both the public and private sectors. It will support the Government of Viet Nam to reap the benefits of new regional and bilateral trade commitments, with a focus on the implementation of the EVFTA. It is the national Viet Nam component of the ARISE Plus programme supporting regional economic integration under focal sector 1 of the 2014-2020 Multiannual Indicative Programme for Asia. A regional component will be implemented during the same period which will cover the ASEAN region. The TL is expected to facilitate the achievement of the following results:</p> <ol style="list-style-type: none"> <li>1. Enhanced compliance with Sanitary and Phytosanitary Standards (SPS) to improve the safety of Viet Nam agro-food products and facilitate exports to the EU.</li> <li>2. A national quality infrastructure is in place that boosts competitiveness and addresses technical barriers to trade.</li> <li>3. High quality products and services from Viet Nam are exported to the EU, with a focus on SMEs internationalization and sustainable business practices</li> <li>4. Comprehensive preparation for and implementation of the EU-Viet Nam FTA (EVFTA) and Investment Protection Agreement (IPA), through a rapid response facility.</li> </ol>
07/2019-06/2021	Togo	AFC Consultants International GmbH Dottendorferstra ße 82 53129 Bonn  info@afci.de  Donor:  EU / German Cooperation Co- Funding	Team Leader	<p><b>Project Mission:</b> Increasing the competitiveness of the National Pineapple Value Chain of Togo under the Ministry of Commerce and Industry to prepare for regional and international exports in view of job creation through high value addition.</p> <p>Running a <b>5 Mio Euro private sector development project</b> on behalf of EU / BMZ-GIZ co-financing facility to tackle the complete VC from growing over processing to marketing and matchmaking with regional and international buyers (EU, US). Increasing the capacities, diversification and skills of the private sector pineapple processing factories (juice, dried, frozen, and fresh). Implementing "Lean Management" to reduce costs in the processing factories. Initiating innovation of new concepts regarding products, labelling and commercialization. Increasing quality and production volume on the farm gate side. Institutionalizing of cooperative, unions and federation. Coaching processors in improving quality and customization of final products to EU requirements (trends, SPS, HACCP, ISO, BCS, organic and fair trade certification). Harmonization of the business enabling environment (standards, trade facilitation, custom procedures etc.). Initiating awareness campaigns (TV, Radio, press campaign, PR)</p>

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11/2018–03/2019	Germany	IMC Worldwide LTD64-68 London Road RedhillSurreyRH 1 1LG  United Kingdom  Eleanor Bett  Projekt Manager  Eleanor.Bett@imcworldwide.com  Donor: DFID	Quality Assurance Lead	<b>Project Mission:</b> To assess feasible options for DFID to address Pakistan’s trade performance and increase export competitiveness. To make recommendations on preferred approaches given current and pipeline programs, partner programs, and other initiatives and developments. The Quality Assurance Lead will provide technical oversight and quality assurance (QA) throughout delivery of DFID Pakistan Trade Scoping to address Pakistan’s trade performance and increase export competitiveness. This includes engagement during the scoping phase, and at key discussion points during completion of the project, as needs may arise. The QAL will also be invited to participate in a final call between DFID and the delivery team upon completion of the contract to discuss key findings and any useful lessons for future reference. The QAL will be required to manage the time budgeted to enable the QA of each deliverable within the budget allocated
09/2018 - 10/2018	Vietnam	Agrifood Consulting International Inc.  Dr. Francesco Goletti Project Director  f.goletti@agrifoodconsulting.com Donor: ADF	Senior Trade Advisor	<b>Project Mission:</b> To enhance the entire Shan tea industry, Vietnam Tea Association (VITAS) designed a project to support the development of the entire Shan Tea specialty areas of Vietnam, which include 5 provinces Yen Bai, Ha Giang, Dien Bien, Son La, Lao Cai. The project is funded within AFD’ special program for building capacity to improve integration of developing countries into the global trade system, the Trade Capacity Building Program (PRCC). The main objective of the project is to facilitate industry-led collaborative action to facilitate the development of a sustainable and vibrant Shan tea sector in Vietnam, which supports sustainable livelihoods; empowers producers; protects natural resources; and contributes positively to the country’s socio-economic development and poverty alleviation goals. Support VITAS (Vietnam Tea Association) in selecting and monitoring pilot projects on certification. Propose a full set of tools for the implementation by producers and processors of a Fairtrade/Organic certification scheme, allowing exports of certified Shan tea to EU. Analyse and find the weakness of participating tea companies/ cooperatives and provide training and recommendations to overcome such weakness in order to help participants to meet Fairtrade/ Organic standard. In coordination with other consultants in the team, support VITAS in the identification of a set of criteria for Shan tea standards. Specifically: Collect ancient criteria of Shan tea, Define common characteristics of Shan tea, Develop definition and criteria for Shan tea, Develop an Organic and Fairtrade certification scheme. Develop set of tools and documents for organic and fair-trade Shan tea, Train companies and cooperatives to reach Fair Trade & Organic certification, Training document about SWOT of Vietnam tea in global market and trend, requirements, strategy to penetrate to EU market: Introduction about global and EU market, EU market analysis: size, drinking habit, types of products, trends, Vietnam tea in EU market: Strategy for Vietnam tea to penetrate into EU market.
07/2018–08/2018	Germany Jordan	ICON Institute Von-Groote-Straße 28, 50968 KölnGermany  Necati Dabis  Project Manager  necati.dabis@icon-institute.de  Donor:GIZ	Senior Trade Advisor	<b>Project Mission:</b> GIZ in partnership with their political partner, the Jordanian Ministry of Industry, Trade and Supply (MoITS), intend to implement in-depth analyses for three sectors (Tourism, ITC and food manufacturer) of the Jordanian economy and derive strategies to improve sectorial competitiveness. The analyses shall provide a comprehensive understanding of sectorial set-up, current and projected trends, as well as challenges and opportunities for improved competitiveness domestically and abroad. Concrete recommendations and suggested change projects for promoting employment-oriented growth in each of the sectors shall be derived as basis for the projects to derive targeted action plans. Analysis of main domestic, regional and international markets and trends; Analysis of possible potential risks the projects’ beneficiaries may face in markets (EU, U.S., Gulf). Competitive performance in foreign markets (EU, U.S. Gulf); Market access analysis of prioritized sub-sector (main obstacles / legal requirement / compliance analysis to enter markets above; Marketing opportunities, incl. capacity requirements and barriers to trade and market opportunities domestically and internationally for prioritized sub-sector; Current and potential export channels; Challenges and Opportunities, recommendations and suggested interventions (long, medium and short term)

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05/2018 - 06/2018	Germany	<p>IMC Worldwide LTD 64-68 London Road Redhill Surrey RH1 1LG United Kingdom</p> <p>Keri Culver Team Leader</p> <p>kericulver@yahoo.com</p> <p>Donor: Multi-Donor Fund</p>	Senior Trade Advisor	<p><b>Project Mission:</b> Complementary high-level screening of TMEA projects under regional trade relevance using the causal-model approach ("outcome chains") to analyse the contribution of TMEA projects design to achieve the strategic objectives.</p> <p>The number of projects implemented by TMEA in the evaluation period amounts up to 214 projects (a number of them concerned trade facilitation projects, RoO, SPS/TBT, industrial development of specific sectors, regional customs cooperation and bilateral realization of OSBP, improvement of Mombasa and Dare Salam port) achieve the final 500 Mio. USD program goal: Increased EAC trade. The evaluation team on the ground scrutinized 60 projects. The assumption of this complementary trade specific analysis is to understand, if the extent to which TMEA has made good choices in deciding to set up specific projects and pathways, given the strategic and intermediate outcomes they seek. Furthermore, if the choice for this specific project underwent an analytical process that underlies how project achievements link to the next level (causality), which it is designed to achieve. Does TMEA's results framework show that the program has considered how intermediate outcomes link to the selected activities as well as considering the features that make the activities successful, and are there intermediate outcomes that good trade practices would suggest TMEA is missing? The goal of the consultancy is to get clarity around how well the 60 sampled projects, and by extension the whole list of 214 projects, have contributed to meet the intermediate and strategic outcomes to which TMEA is directed. The degree and characteristics of this contribution are not reliant on project quality, but are closely tied to relevance, sufficiency and necessity within the trade sector.</p>
01/2018- 04/2018	Germany Belgium	<p>Lattanzio Advisory S.p.A. Via Nazionale89/A0 0184 Rome, Italy</p> <p>Angelica Selvaggia Amato</p> <p>Project Manager</p> <p>amato@lattanziokibs.com</p> <p>Donor: EU</p>	Senior Trade Advisor	<p><b>Project Mission:</b> FWC BENEFICIARIES 2013 - LOT 10: Trade, Standards and Private Sector, Europe Aid/132633/C/SER/multi: "Study on sustainable value chains." Identify the critical success factors for value chains support interventions at country and regional level, in particular in non-agricultural value chains and services sectors, with view to attract investments and contribute to value chains development and upgrading; Identify fundamental elements that successful value chains support programs and projects - in particular in non-agricultural value chains and services sectors - should have; Identifying best donor practices that could be replicated at EU level, and making concrete recommendations for increased engagement with the private sector (i.e. European companies and local private sector) through EU development cooperation in sustainability aspects of value chains, in view of developing concrete multi-stakeholder partnership mechanisms on development cooperation projects with European and with local companies on sustainability aspects in value chains; Providing guidance on how to design and implement innovative actions as pilot approaches that could later be replicated at a larger scale in EU actions.</p>
08/2017 - 12/2017	Germany France	<p>International Law Cabinet</p>	Attorney-at-Law Owner	<p><b>Project Mission:</b> Advocating for the Jordan Industry in Germany and France supported by the German and French Embassy in Amman</p> <p>Identifying German and French companies by telephone contacts, presentation of market opportunities during trade shows, organization of B2B matchmaking opportunities; Monitoring global import/export regulatory and procedural change and clearly communicate those guidelines to Jordan stakeholders; Providing guidance and knowledge Jordan management regarding EU tariff, rules of origin, trade regulations, trade documentation and customs related activities.</p>

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Jun-17	The Netherlands	Dutch Ministry of Foreign Affairs Corine de Jongh Project Manager corine.dejongh@rvo.nl The Netherlands Enterprise Agency	Senior Trade Advisor	<b>Project Mission:</b> Dutch private sector to gain in depth view on the current export and investment & joint venture opportunities in Jordan.  To inform the Dutch private sector about the benefits from Relaxed Rules of Origin (RoO) under the EU-Jordan decision; To brief Dutch companies on expectations and prepare/convince them to join a trade mission (headed by the Dutch Minister of Trade and Development Cooperation) to Jordan in September 2017; To create an environment in the Dutch business community willing to receive and to brainstorm on Jordan industrial products and market opportunities and commercial relationship building (where Dutch companies initiate communication and create bilateral ties with Jordan factories and see the trade mission as a next step to meet personally with the Jordan factories); To Draft a final report including a short summary of the different meetings with the organizations and the companies and conclusions (and possibly recommendations).
May-17	Jordan	GIZ Samira Abbu Project Manager samira.abbu@giz.de	Senior Trade Advisor	<b>Project Mission:</b> Drafting the GIZ proposal for the Ministry of Economic Development (BMZ) for the upcoming Trade & Employment Program (4 years, 12 Mio Euro) for Jordan, including scoping mission in Amman together with GIZ team. Structured interviews with relevant stakeholders from private and public sectors; Identifying best donor practices to design a successful development cooperation programs to engage further with the private and public sector; Identifying the critical success factors and translating it into main objectives and SMART targets; Collection, screening and analysis of large amounts of information from different sources including its consolidation and targeted condensation towards GIZ internal quality requirements.
Apr-17	Germany	IMC Worldwide United Kingdom Ayodele Sobowale Project Manager ayodele.sobowale@imcworldwide.com Donor: DFID	Senior Trade Advisor	<b>Project Mission:</b> There is considerable UK ministerial interest in Afghanistan and Pakistan and in this context DFID have been asked to make a clearer case for the gains that could be achieved through improved trade between the two countries focused on their primary interests. Collection, screening and analysis of large amounts of studies from different to synthesize their findings into a short policy note which will draw out the implications for what UK focus should be in the short-term and long-term. Summary of available evidence with greatest focus on the self-interest gains to the two countries specifically gains for: Afghanistan; Pakistan; Mutual benefits for both countries; Drafting recommendations, based on the strength of evidence for the mutual benefits to both countries, where UK efforts for progress should focus as well as an action plan.

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12/2016 - 03/2017	Jordan	DAI Jamal Al Jabiri Director  Compact PMU  DAI Global LLC 7600 Wisconsin Avenue Suite 200 Bethesda MD 20814, USA  Jamal_AlJabiri @dai.com  Donor: USAID	Senior Trade Advisor	<p><b>Project Mission:</b> A joint decision was signed between the government of Jordan and the European Union (EU) to simplify rules of origin (RoO) which was signed on 19 July 2016 and entered into force immediately and through 31 December 2026. According to the decision, relaxed RoO will be applied to exports of Jordanian origin that are manufactured in designated development zones and industrial areas in Jordan, including 50 Harmonized System (HS) non-agricultural chapters. This will allow the majority of Jordanian products to access the EU market. The experts task are to identify and support between five to ten Jordanian factories with the highest potential to export to the EU and provide any required technical assistance they need to meet the EU requirements, standards and specifications. In addition, the expert will work with the trade expert based in the EU to connect those factories with European buyers. Conduct a comprehensive research on the factories with the 18 identified zones, to identify factories with the highest potential to export to the EU, based on the following: a) Types of products produced by the factory, b) Production capabilities and capacities of the factories, c) The EU countries with the highest potential demand for Jordanian products. This will require coordination with the Trade Expert based in the EU. Coordinate closely with the Ministry of Industry, Trade and Supply (MIT) and the Jordan Chamber of Industry (JCI) and inter-ministerial meeting, with the European Union and all EU Member States Embassies in Jordan. Work on factory-level to ensure the readiness of the 10 factories to export to the EU: a) Create a list of needs for each of the factories to meet EU standards and specifications, b) Work with each of the factories (one-to-one) to provide any required technical assistance for factories to meet the EU standards and specifications, including technical specifications, environmental requirements, safety requirements, packaging and labelling, c) Provide advice and recommendations to the factories on product features and consumption trends in the EU. Develop a business guides for Jordan exporters to comply with EU market entry requirement. Development of an Awareness and Sensitization Plan, Holding regular briefing meetings with EU Economic Counsellors and other political institutions and partner organizations (USAID, DFID, GIZ, Dutch Embassy) and delivered relevant trade policy advice to partner Ministries and BSO such as (Jordan Chamber of Commerce), Producing several concept notes, progress reports for the Ministry and DAI / USAID, Apprehension of EU Aid delivering modalities and procedures.</p> <p><a href="https://www.facebook.com/ukinjordan/videos/1217725684930950/">https://www.facebook.com/ukinjordan/videos/1217725684930950/</a></p>

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02/2016-03/2016	Tunisia	<p>Adam Smith International 240 Blackfriars Road London SE18NW   United Kingdom</p> <p>www.adamsmithinternational.com</p> <p>George Herbert Project Manager</p> <p>george.herbert@adamsmithinternational.com</p> <p>Donor: British Embassy Tunis</p>	Senior Trade Advisor	<p><b>Project Mission:</b> In January 2016 the trade committee of the European Parliament approved a European Commission proposal to increase the EU's duty-free allowance for imports of olive oil from Tunisia from 56,700 tons a year to 91,700 tons a year (an increase of 35,000 tons). The agreement means that roughly 45% of the ~200,000 tons of olive oil exported by Tunisia to the EU each year will be duty free. The British Embassy Tunis wishes to examine whether similar asymmetric trade agreements could be reached between Tunisia and the EU in order to provide a further boost to the Tunisian economy. The consultant will conduct qualitative and quantitative research. This will take the form of: A literature review (including of relevant laws, regulations and procedures, as well as of the academic and professional literature on Tunisian-EU trade relations); Quantitative analysis of trade data; Semi-structured interviews with stakeholders and key informants. Initial research by the consultant will involve: Gathering EU-Tunisia trade data and conducting detailed analysis on exports (from sectorial level down to product level); Getting familiar with EU Aid delivering modalities and procedures. Analysing the EU's current trade regime with Tunisia, and of the ongoing EU-Tunisia Deep and Comprehensive Free Trade Agreement negotiations; Gathering data on historic and current asymmetric trade deals between the EU and regional partners, and conducting analysis on the kinds of deal that Tunisia could pursue; Conducting an initial analysis into the political economy of securing asymmetric trade agreements within different sectors of Tunisian-EU trade; Meetings with the British Embassy Tunis to confirm their requirements for the final product; Meetings with the EU Delegation to build an understanding of what is likely to be feasible from the EU's perspective; Meeting with a selection of private companies with a large volume of exports to the EU within target sectors (e.g. within the food, apparel and electrical goods sectors, etc.). The intent will be to use these interviews to build up a more granular understanding of Tunisia's exports to the EU, and the constraints they face in increasing exports, to build an understanding of its current trade discussions with the EU and of the government's priorities for EU trade concessions and export promotion. Develop recommendations for specific asymmetric trade deals; Analyse the quantitative and qualitative impact of these recommended deals; Conduct any remote follow-up with stakeholders</p>
06/2015 - 10/2015	Botswana	<p>Nathan Associates Inc. Two Colonial Place 2101 Wilson Boulevard Arlington</p> <p>www.nathaninc.com</p> <p>Peter Miller Project Manager</p> <p>Donor: The World Bank Group</p>	Team Leader	<p><b>Project Mission:</b> The Botswana Trade Information Portal (BTIP) will aggregate and integrate all of Botswana's regulatory trade-related information, information useful to Botswana importers and exporters, and relevant information available on individual ministries' and agencies' websites, in an easily accessible manner. The aim is to provide transparency and predictability of trade regulations and procedures and in doing so, increase the compliance level and reduce the cost of doing business for trade. The resulting Botswana Trade Information Portal project is being implemented as part of the World Bank's Trade Facilitation Support Program. The expert task is to set up the BTIP and to make all regulatory trade related information and other information useful to Botswana importers and exporters, easily and readily available in a single integrated website. The consultant will carry out the following demand-driven tasks to achieve the assignment objectives described above and to produce the deliverables described below. The main tasks for this consultant will be: Lead the team to successful implementation of the BTIP and delegate tasks to team members. Liaise with BITC, and GOB counterparts to ensure effective participation in the development of BTIP. Liaise with Nathan Headquarters, and through Nathan the World Bank as needed, to ensure smooth progress of the project against the work plan. Assist to create a Steering Committee and decide on participation and working mechanisms. Assist to identify Technical Working Group staff and organize meetings. Lead all Steering Committee and Technical Working Group meetings as needed, or support identified champions in same. Monitor the progress of the Data Entry Specialist in obtaining required information. Provide technical input on the data collection and population of information for the BTIP. Develop a Policies and Procedures Manual for BTIP Operation and Maintenance. Institutional and Human Resource Capacity Needs Assessment. Draft all deliverables per the World Bank contract. Oversee the training of the BITC staff. Preparation of a capacity building plan and associated budget. Deliver and present the populated BTIP. Provide advice and assistance along with the Trade Specialist to develop BTIP publicity materials, if needed.</p>



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04/2014-11/2014	Zambia	<p>Crown Agents St Nicholas House St Nicholas Road Sutton, Surrey United Kingdom</p> <p>www.crownagents.com</p> <p>Andrea Hampton Project Manager</p> <p>Donor: The World Bank Group</p>	Team Leader	<p><b>Project Mission:</b> On request by COMESA, the World Bank has agreed to provide support to enhance, facilitate and accelerate the existing and planned work and efforts by the COMESA Member States and Secretariat. This will be achieved through: (a) sensitizing the regional and national stakeholders of the benefits and importance of regional integration; (b) building capacity in COMESA Member States to implement COMESA CTN and CMR (Institutional and Human Resource Capacity Needs Assessment); (c) facilitating the harmonization work in COMESA with EAC; and (d) building capacity in COMESA to secure the standardized interpretation of the CTN and CMR. Promotion of CMR – A 5-day regional workshop is designed for the COMESA Member States and Secretariat to provide awareness raising and hold dialogues with stakeholders, notably private sector on COMESA CTN and CMR. COMESA-EAC harmonization work – A 5-days workshop of COMESA and EAC is to review the status of implementation of their CMRs and to update the comparative study. Gap analysis between CMR and Revised Kyoto Convention as well as WTO TFA – The purpose of this activity is to check the compatibility of CMR with revised Kyoto Convention (General Annex) and WTO TFA. Gap analysis between national Customs legal framework and the COMESA CMR for each Member State. CMR training – A 5-days training on CMR is designed for the Member State to deepen the understanding on the CMR as well as how to approximate the national legal framework along with CMR. Draft country road map will be produced. CMR Working Group – CMR Working Group is composed of delegates of 19 Member States. A 5-day session is designed for peer review the status of the preparation and the implementation of CMR in Member States based on the gap analyses. National workshops – These 4-days national workshops are designed for 10 Member States to provide a platform to Customs to hold dialogues with stakeholders, notably private sector on CET, CTN, and CMR. Road map of alignment to CTN and CMR will be discussed. As Team Leader to manage a team of seven STEs, local finance, project management, overall coordination and quality of the assignments, monitoring &amp; evaluation, oversight of deliverables &amp; reporting and final report.</p>
01/2014 - 03/2014	Zimbabwe	<p>Agriconsulting Europe S.A., Brussels</p> <p>Project Manager</p> <p>c.schiattarella@aesagroup.eu</p> <p>Standard Association of Zimbabwe (SAZ)</p> <p>Eve Gadzikwa Director General</p> <p>egadzikwa@saz.org.zw</p> <p>Donor: EU</p>	Team Leader	<p><b>Project Mission:</b> “Capacity Building to Strengthen the National Quality Infrastructure (NQI) and the enforcement of WTO/TBT Agreement in Zimbabwe” within the framework of the activities provided with the European Commission for the project “Provision of a Project Management Unit for the implementation of a Programme in the field of Technical Barriers to Trade, EuropeAid 132552/D/SER/Multi”. Assessment of the National Notifications Authority, and the TBT Enquiry Focal Point as far as the enforcement the WTO TBT Agreement is concerned; Conduct a gap analysis (consultations meetings, interviews, and field visits) among existing National Quality Infrastructure organisations; Support the operationalization of an effective SQAM Sub-Committee in relation to TBT (conformity assessment procedures/services); Provide recommendations in terms of capacity building needs and on priority measures that need to be taken in order to comply with key TBT provisions at the regional (Tripartite) and multilateral level (WTO TBT Agreement); Institutional and Human Resource Capacity Needs Assessment; Preparation of workshop and the awareness documentations/materials; Workshop (2 days) on in-depth understanding and implementation of WTO/TBT requirements; Organisation of an awareness campaign addressing TBTs issues and trade-related exigencies Comprehension of EU Aid delivering modalities and procedures.</p>

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2/2013 - 06/2013	Afghanistan	Ministry of Commerce & Industries  Naseem Akbar, CEO  naseem.akbar@harakat.af	Team Leader	<b>Project Mission:</b> Organizing and animation of the validation workshop of the Afghanistan's National Trade Policy Final Draft on behalf of the Ministry of Commerce and Industries. Including final comments of His Excellency Minister of Trade and Industries and several donors: WB, GIZ, DFID and presenting the National Trade Policy Implementation Roadmap ("Action Plan").
08/2012-12/2012	Pakistan	Deloitte LLP Consulting  Abdul Memon Quadir  Donor: USAID	Team Leader	<b>Project Mission:</b> The USAID Trade Project engaged the services of a Senior International Trade Advisor to develop and drive the project's activities aimed at improving Pakistan's trade environment in terms of policies, regulations, regional integration and trade facilitation tools. In addition to providing technical assistance to the project, the advisor operates as the team lead for the Project's Component 1 (Improved Trade Environment in Pakistan) activities and personnel. This includes effective management and oversight of 2 short-term expatriate advisors and around 30 local advisors and delivery of the work plan activities under Component 1: Improved Trade Environment in Pakistan. In addition the Senior Advisor participated in the successful proposal writing process for his Component activities for the 17 Mio. US\$ one year extension USAID contract. Provide / organize policy and legal advice with respect to compliance of Pakistan's trade laws and regulations with the relevant international, regional and bilateral agreements; Provide / organize on behalf of USAID Trade Project advice on the effective implementation and monitoring of international, regional, and bilateral trade and investment agreements by Pakistan; Organize and oversee advocacy support for targeted trade policy reforms; A detailed assessment report on the current state of the Government of Pakistan's trade defence laws in view of the WTO compliant trade defence laws; Sensitization and training on specific trade defence measures (Safeguard Measures; Customs Valuation, Tariff Reforms, Anti-Dumping etc.) Supervising and organization of collecting and verifying trade-related information generated by: The Ministry of Commerce, TDAP, FBR, Commercial Officers, Chambers of Commerce & Industry, Trade Associations; collecting trade-related information about Pakistan's trading partners; maintain uniform standards related to goods and services with respect to the exporters' data; verifying the quality of data for the Trade Portal; Supervising staff in designing, improving and implementing the information templates to be responsible for identification, gathering contents for the Trade Portal (Exporters' database, Commercial officers portal); supervising research on various trade sectors and economic trends in generating information for different stakeholders; Devise work plan for continued maintenance, up gradation and quality assurance of the Trade Portal; Develop and implement detailed operational plan for portal related activities. A detailed assessment report on the institutional and human resource capacity of the National Tariff Commission of the Government of Pakistan to administer WTO-compliant trade defence laws; Capacity building activities / coaching in WTO TBT, SPS matters; A communications plan and draft communications materials to improve private sector stakeholders' capacity to leverage trade defence laws; Feedback on the quality and timeliness of deliverables submitted by legal firm contracted by the Project to a) complete a gap analysis of elements of the Pakistani Customs Regime vis-à-vis the World Customs Organization's (WCO's) Revised Kyoto Convention (RKC) and b) develop a reform implementation roadmap to bring the Pakistani Customs Regime into alignment with the RKC; Organize and oversee the capacity building of targeted public and private sector stakeholders for improved trade policy analysis and implementation; trade policy negotiations; Manage relationships with key private and public sector stakeholders, particularly the Ministry of Commerce (Government of Pakistan) and the relevant chambers of commerce & industries and industry associations; As Head of Component activities included monitoring & evaluation of the project; Regular draft of reports to COP and USAID internal project progress review reports.

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06/2012 - 07/2012	Afghanistan	Ministry of Commerce & Industries Naseem Akbar, CEO <a href="http://www.harakat.af">http://www.harakat.af</a> Donor: DIFID	Team Leader	<b>Project Mission:</b> The Afghanistan National Trade Policy Project addresses this problem by developing a targeted and evidence-based Trade Policy for Afghanistan which will: Create a clear vision for trade in Afghanistan, Provide guidance to Government and private sector actors in relation to exports and imports and facilitate greater co-ordination between stakeholders in support of trade related activities. The ultimate purpose of this project is to improve Afghanistan's trade performance through stakeholder commitment to a coherent trade policy. The TL was fully responsible to design and to draft the Afghanistan National Trade Policy including the Implementation Road Map (Action Matrix) and to submit it to the Minister of Commerce and Industry for review. Complete review of existing trade data and literature; Identifying and addressing knowledge gaps through targeted depth interviews and focus groups; Developing a professional database for the Ministry of Commerce and Industry (to be housed in the International Trade Directorate) to capture all existing exports. The data from the additional research will be maintained in this database; Identifying principal trade markets and trends, key competitors, trade facilitation, border-in /border/ border-out and competitiveness issues. Developing the Afghanistan National Trade Policy in order to enhance trade capacities and opportunities in the country; Institutional and Human Resource Capacity Needs Assessment; Training, Coaching on WTO accession compliance issues (SPS, TBT, TDIs); Building the capacity of MoCI to navigate and manage the trade database; Coordinating with the WB DTIS for development of the National Trade Strategy
02/2012-05/2012	Uganda Kenya Tanzania Rwanda Burundi	AESA/ Trade Mark East Africa Simona Russo Project Manager S.RUSSO@aes <a href="http://agroup.eu">agroup.eu</a> <a href="http://www.agriconsultingeurope.be">www.agriconsultingeurope.be</a> Donor: TMEAMulti-Donor- Fund	Team Leader	<b>Project Mission:</b> The objective of the study is to develop a legally binding enforcement mechanism on elimination of identified NTBs in form of a proposed draft bill on NTBs for the EAC Secretariat. The TL was fully responsible to design and to draft the EAC bill. This process will, therefore, include discussions with EAC Secretariat staff, EABC Secretariat personnel, as well as relevant officials in the EAC Partner States. In addition the consultant will be required to review the current mechanism and the operations of the NMCs. This initiative will include visits to the EAC and EABC Secretariats in addition to all the five EAC Partner States. The current analysis requires one trip of five days each to Burundi, Kenya, Rwanda, Uganda and Tanzania. Evaluate the level of effectiveness of the EAC NTBs Monitoring Mechanism since its operationalization in 2007; Determine recommendations, including a cost-benefit analysis, on the need to formalize NMCs as instruments conducive to the elimination of NTBs; Determine the extent of elimination of existing NTB's and the ones yet to be addressed to date; Categorize NTBs into ones to be subjected into legally binding enforcement mechanism and propose criteria for subjecting identified NTBs to the proposed measures of elimination; Propose how the enforcement mechanism will operate based on international best practices and other RECs;

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11/2011 - 01/2012	Afghanistan	Claudia Nassif Senior Country Economist Project Manager cnassif@worldbank.org www.worldbank.org Donor: The World Bank Group	Senior Trade Advisor	<b>Project Mission:</b> Trade Development and Export Promotion: Supporting the WB Team Kabul responsible for the WB Enhanced Integrated Framework (EIF) Afghanistan Diagnostic Trade Integration Study (DTIS) by drafting the EXPORT COMPETITIVENESS-LED & DEVELOPMENT STRATEGY Volume II of the Afghanistan DTIS. Overview of the various sector, covering production, trade, enterprise characteristic, employment levels and domestic and international markets for the products; Value chain analysis, including cross-country cost differences in specific cost components and to picture specific policy distortions, regulatory procedures, and structural constraints identifying the most critical factors impacting on cost competitiveness, and the scope for increased production, export, and export diversification; Impact on economic development: analysing the implications for poverty alleviation, inclusion and employment generation and the extent to which development these product lines can benefit poor consumers; Reforms: identify priority policy, legislative or institutional changes, capacity building measures and investments to address sector constraints; Export Promotion: Analysing zone and clusters, branding initiatives, export supports services, trade finance, marketing, market research and publications, surveys, on-line information on export markets, matching grants for exporters; Setting up a policy reform matrix including a concrete action plan in the light of recommendations and measures.
09/2011 - 10/2011	Ghana Ivory Coast Niger	Nate Kline COP  Donor: USAID	Team Leader	<b>Project Mission:</b> In the frame of the Enabling Agriculture Trade (EAT) program supporting US Governments agencies tackling the challenges of agriculture development and food security the mission will build on USAID / West Africa's Trade Hub gap analyses of the implementation of the Legal Framework of ECOWAS countries international and regional trade commitments to identify cross-cutting constraints and opportunities in the agribusiness enabling environment. Identify and describe in detail key laws, regulation and institutions affecting the environment for cross-border trade in agricultural goods; Assessing the capacity of national key institutions charged with implementation regional and international trade policy; Analysing trade facilitation institutions and procedures using the USAID Agribusiness Commercial Legal and Institutional Reform (AgCLIR) diagnostic; Providing an understanding of the countries system for agribusiness, as well as a holistic view of their ability to trade efficiently and securely; Recommendations for how to strengthen institutions and policies identified as weak.

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07/2011-08/2011	Afghanistan	Claudia Nassif Senior Country Economist Project Manager cnassif@worldbank.org www.worldbank.org Donor: The World Bank Group	Senior Trade Advisor	<b>Project Mission:</b> Regional Integration: Supporting the WB Team Kabul responsible for the WB Enhanced Integrated Framework (EIF) Afghanistan Diagnostic Trade Integration Study (DTIS) by drafting the REGIONAL INTEGRATION Chapter of the DTIS. External constraints and opportunities for regional market expansion: overview of potential export markets and how better access can be achieved with focus on ways that Afghanistan can take advantage of opportunities in key markets such as China, Pakistan, India, and other Central Asian trading partners. This may include improved linkages to regional and global production sharing; WTO accession: review of the pros and cons of Afghanistan's accession to the WTO, especially SPO and TBT agreements impact on Afghanistan; Existing international trade arrangements and market access: overview of existing preferential trade arrangements and restrictions in partner trading countries for existing and potential export products. The overview will include: (i) estimates of the administrative hurdles and costs of satisfying the respective rules of origin (if any); (ii) the role of tariff quotas and export subsidies of regional countries and key trading partners in limiting Afghanistan's export growth; (iii) the role of foreign direct investment in stimulating trade and development; An assessment of the country's technical capacity to participate effectively in trade negotiations and represent its interests by drafting negotiating proposals; Overview of transit agreements: Review current status of transit agreements with neighbouring countries especially APTTA; current transit flows to/from Afghanistan under existing agreements; implementation issues/gaps; Analysis of economic and fiscal impact of trade agreements; A particular focus will be set on the regional cooperation requirements to foster the development of resource corridors.
5.7.2011	Germany	Willy Brandt School of Public Administration at the University of Erfurt	Guest Lecturer	Public Conference: "Land Management and Alternative Dispute Settlement in Afghanistan". The author will describe how the cultural and social background in Afghanistan challenges the so self-evident answers of the West with their long established systems of formal justice that automatically assume that it is the ultimate good to have justice applied by the state. And as frequent land disputes in Afghanistan remain a major cause of tension and instability, and pose a significant threat to peace and security the author will explore the sources of land conflicts in general and the typology of land disputes in Afghanistan in particular. The presentation will include best practices and how the Afghan Government is actually dealing with land conflicts and seeking to prevent land conflicts in the future.
03/2011 - 06/2011	Afghanistan	GIZ / KfW Katharina Heiss Project Manager Katharina.heiss@kfw.de Donor: GIZ / KfW Group www.kfw.de	Senior Trade Advisor	<b>Project Mission:</b> In cooperation with MoF, MoJ, MoCI to develop an ambitious and realistic three years (2011-2013) reform program in the frame of the ARTF IP working group in preparing Germany's contribution in the cluster RoL and PSD including training of Afghan key Ministries in strategy skills building to be able to respond and conduct international negotiations. The expert are in charge of drafting the policy matrix for the new three year ARTF Incentive Program for Germany's cluster in PSD and RoL to initiate a sustainable Land Policy Reform Process in Afghanistan including Alternative Dispute Resolution (ADR) in Afghanistan. Reviewing of existing Land Management related strategies (ANDS, NJSS, NJP) and laws & regulations and assessing the implementation reality; Assessment of the actual institutional and administrative situation in the field of Land Use Planning, Land Registration, Land Lease, Informal Settlements Upgrading and Rights Formalization, Customary Rights Formalization & Conflict Dispute Resolution at national and provincial and district level and to analyse the practicability of potential future policy reform programs and to establish a "One Stop Shop"; Harmonizing donor projects (USAID, DFID, NRC, WB, GIZ) in the relevant sector and indicating joint implementation mechanism to optimize the impact of ARTF IP policy reform goals; Collecting views of all relevant Afghan stakeholders (National Line Ministries and Provincial Government, Parliament, private sector, NGO's); Drafting the Land Reform Policy Matrix (log frame); Presentation & validation of the findings and the National Reform agenda; Participation in the political bargaining process of the German Embassy with the MoF and the relevant line Ministries leading to the Memorandum of Understanding between Ministry of Finance and WB as the trustee of ARTF Incentive Program (IP).

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30.8-24.9.2010	Ukraine	NOVAMOVA International Language School	Trainee	Completed a 80h Russian Immersion Program Intensive learning of basic Russian language structures Cultural adaption in Ukraine society
22-31.07 2010	Brussels	Gustav-Stresemann-Institute.V. (GSI) Dr. Jan Ulrich Clauss clauss@gsi-bonn.de	Trainee with Scholarship of the German Academic Services (DAAD)	XXI. European Summer Academy 2010: Europe after the Lisbon Treaty. Content of training: The EU integration history, its institutional and legal framework, decision making procedures and regulations; The Program of Stockholm, Asylum, Schengen, Europol, Eurojust; Internal Market and Monetary Union, Financial Budget 2007-2013; Economic Coordination and Harmonization; The Common Agriculture Policy; Lobbying and advocacy mechanism & strategies in the EU; How to deal with media, journalism in the frame of policy implementation; EU security policy and East enlargement; Issues of enlargement and deepening of the EU
5/2010-9/2010	Via internet	Various international donors	Selected candidate for the bids	Contribution of the preparation of proposals (methodologies etc.) for EU, DFID and GIZ tender and follow-up.
01/2010 - 04/2010	Saudi Arabia	Roland Hühn GIZ IS Country Director Roland.Huehn@gtz.de Tobias Gerlach GIZ IS tobias.gerlach@giz.de www.gtz.de Donor: Ministry of Agriculture, Kingdom of Saudi Arabia	Senior Advisor Public Relation, Media and Marketing	<b>Project Mission:</b> Implementation of the organic agriculture framework towards the enhancement of the ministerial departments, policy & regulatory framework as well as the establishment of a specific private sector organic farming association in consideration of the EU policy on the organic sector as best practices. For the GIZ funded "Organic Farming Project" supported by the Ministry of Finance of the Kingdom of Saudi Arabia to increase the institutional, policy & regulatory and human capacity framework of the Ministry of Agriculture in relation to organic agriculture promotion and international trade. Responsibilities included a comprehensive analysis of the organic agricultural sector, including reviewing and updating of KSA actual laws in this sector, benchmarking the results against international standards such as WTO agreements with emphasis on SPS/TBT and sector value chains in EU and Middle Eastern Countries. Reform of agriculture trade laws; Establishing a "One Stop Shop" for all organic certifications, licence and permits in the MoA; Review and update of the KSA Agriculture Laws; Institutional set up of the Saudi Organic Farming Association (SOFA) as a private sector BSO; Implementation of training needs assessment and development of customized training programs for value chain actors including suppliers, distributors, exporters and organic input operators; Organisation of an awareness raising campaign to inform stakeholders about programme outcomes and promotion of investment in the sector in cooperation with the German Chamber Network.  <a href="http://www.menafn.com/qn_news_story_s.asp?StoryId=1093280541">http://www.menafn.com/qn_news_story_s.asp?StoryId=1093280541</a> Assessing the export potential at sector level, particularly with regards to exports to the EU markets (market analysis, export promotion, export management skills, etc.)
09/2009 - 11/2009	Germany	Denkmodell Berlin Britta Dube berlin@denkmodell.de www.denkmodell.de	Trainee	Certified Training in "Change Management-Shaping" The online courses was comprised of the following subjects: Assessing an organisation's need and potential for change, Recognizing the cyclical phases of change process and utilizing them actively for change management; Improving the employees' awareness of the situation and possible changes by means of questioning techniques; Formulating attractive change objectives and visions; Developing process design and steering options by means of the "energy formula"; Initiating and accompanying changes processes; Assessing change processes
09/2009 - 11/2009	Germany	Denkmodell Berlin Fabian Zimmermann berlin@denkmodell.de www.denkmodell.de	Trainee	Certified Training in "Conflict Management- Conflict Resolution and Conflict Management within Teams and Institutions" The online courses covered the following topics: Recognizing and assigning conflicts; Analysing conflicts; Conflict resolution; Initiating dialogue processes (communication and question techniques, mediation, interactive workshops and conflict transformation, stakeholder dialogue); Conflict management in intercultural settings; Dealing and working with resistance; Evaluation of conflicts

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01/2009-12/2009	Uganda Kenya Tanzania Rwanda Burundi	Rainer Stoff  CEO	Team Leader	<b>Project Mission:</b> Regional Integration: Trade Facilitation, harmonizing of laws and regulation and institutional strengthening and capacity building of the major regional business membership organizations (BSO) to proactively take part in a public private dialogue with the East African Community Secretariat. Within the GIZ funded program "Support to the East African Community Integration Process" was responsible for the management of Component 3 "Enhancement of Regional Business Associations in East Africa". The work focused on the institutional strengthening and capacity building EAC specialized units and of major regional business membership organisations such as EABC and EAFF to proactively take part in a public private dialogue with the East African Community Secretariat. Implementation of capacity building activities in highly technical areas such as Customs & Tariff, Common Market, EU EPA and other harmonization issues such as WTO SPS and TBT issues and NTBs; Coaching of staff to be able to coordinate and harmonise the national policies and reach a buy in on EAC level, development of negotiation, advocacy and lobbying skills. Assessment to further simplification and acceleration of the national and regional administrative procedures leading to an enabling business environment for investors in the EAC region; Development and implementation of the "Business Climate Index", a regional wide survey assessing the business climate and the specific situation of the national private sector in each Member States versus the regional integration agenda; Organization and animation of workshops and training seminars in all five Member States (Rwanda, Uganda, Kenya, Tanzania, Burundi) in the fields of assessing the impacts of EAC regulations on the private sector. The workshops were organized in the field of manufacturing, agriculture and other main sectors to identify the impact of EAC regulations and to define national and regional sector specific positions. Seminars were implemented to sensitize the private sector on the main EAC topics such as Custom Union, Common Market and trade facilitation issues. As Head of Programme Component was also responsible for the overall administrative side of the project such as: Team management and financial controlling of the project component; Preparation of terms of references for national and international STEs; Monitoring & evaluation of component activities and monitoring of GIZ Finance contracts between GIZ- BSO; Development of progress reports for GIZ; Impact assessment according to OECD-DAC criteria.
10th-14th 12/2012	Switzerland	ITC-UNCTAD	Trainee	National Export Strategy (NES) Design and Management: Workshop for International Consultants. Introduction in the ITC methodology to design and develop a NES. Analyse and review of the NES of Uganda, Romania, Serbia and Grenada. ITC had advertised the workshop in The Economist and out of around 450 applications world-wide Mr. Bernhardt had been selected as a potential future consultant working with ITC- UNCTAD.

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10/2006-09/2008	Afghanistan	Export Promotion Agency of Afghanistan (EPAA) Ministry of Commerce and Industry  Johannes Giwer  Director GIZ  Donor: GIZ	Team Leader	<b>Project Mission:</b> Regional and international integration: Tradefacilitation, harmonizing of laws & regulations and institutional creation and capacity building of the new Afghan Trade Promotion Organisation under the Ministry of Commerce and Industry. Chief Senior Advisor for the GIZ funded “Sustainable Economic Reform Program Afghanistan” (NaWi). The program mainly focused on regional integration and export promotion as well as the support to national and regional value chains and institutional development and capacity building of the Ministry of Commerce and Industry. Analysis and mapping of existing value chains of major commodities by using ITC/UNCTAD methodology on how to upgrade a specific value chain; Starting the preparation of an export “One Stop Shop” issuing all relevant permits and license; Identification of core problems and delivery of adequate capacity building measures for the selected value chains; Analysis of the business environment (regulations, laws, red tape, NTBs, custom procedures) and assessing each barrier on each step of the value chain; Organisation and animation of workshops to present the results to stakeholders of the Afghan private sector to develop a harmonised position which was presented to the MoCI and the media to introduce into the policy cycle; Formulation of a National Export Strategy and development of export road maps for major commodities; Assessment of national and regional legislation and regulation and advice on harmonisation; Enhancement of public private dialogue on national and regional level; Organisation and animation of international conference on enabling business environment aiming to introduce the results in the policy recommendations; Organisation and animation of training seminars and workshops in the field of WTO SPS and TBT, product specific requirements for reaching international benchmarks, export and custom procedures, import conditions into various markets and their legal settings (EU, China, USA, India), foreign market trends & and market research; Working on a research paper for the Central Asia Regional Economic Cooperation (CAREC) and regional integration on harmonizing of national trade policies, trade facilitation and export promotion programs in three CAREC participation countries: Afghanistan, Tajikistan and Uzbekistan; Organization of trade fair participation for afghan delegations in US, China, India and Germany; Development of a client customized marketing strategy (TV spot, promotional film, flyer, brochure) for information dissemination purposes; Cooperation with CBI / NL in the implementation of export readiness auditing tools, to develop business services strategies; Organization of media communication and advocating to make EPAA a respected partner in the political machinery of the Afghan Government; Development of a customised marketing strategy for each of the identified value chains; Monitoring & evaluation of the project; Regular draft of reports to GIZ Head of Program and GIZ internal project progress review reports (PFK).
Jun-07	Afghanistan	Friedrich Ebert Foundation Kabul  Ursula Koch-Laugwitz  Country Director  <a href="http://www.fes-afghanistan.org">www.fes-afghanistan.org</a>	Trainer	<b>Project Mission:</b> Organisation and implementation of the training workshop “Making Local Development Strategies work” for the Afghan Young Leaders Forum at the Friedrich Ebert Foundation in Kabul. The workshop focused on sustainable strategies for Local Economic; Development including value chain analysis and promotion, enabling business environment, attraction of foreign investment and PPP at their respective local and provincial level in Afghanistan. Defining the Objectives of Local Development Strategies; Identifying the Options for Intervention; Assessing Expected Impacts; Making Use of Prior Assessments Results; Implementation of the Local Development Strategy; Information Systems.



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01/2005 – 07/2006	Kenya Uganda	Organic Food Supplies Ltd.  Barbara Balya, Director	CEO  Agri-business	<b>Project Mission:</b> Private sector development: Management of sustainable income generating opportunities for viable micro-, small and medium scale enterprises by organizing more than 200 farmers around organic agriculture growing of pineapples in Nyanza Region / Kenya. As Chief Executive Manager of Organic Food Supplies Ltd. responsible for the support of agricultural SMEs through the organisation of an organic pineapple value chain in the Nyanza Region. The work focused on the implementation of the value chain approach including: Mapping of the value chain, conduction of a market analysis, elaboration of sector analysis, implementation of SWOT analysis, branding and quality assessment; Strategic and conceptual planning of all relevant parts of the value chain, including production, purchase, import/export, logistics/transport, finance, tax, legal affairs, sales & marketing; Value chain development and adaptation to the requirements for quality assurance to conform to EU food regulations and WTO SPS and TBT issues; Assessing the export potential at product level, particularly with regards to exports to the EU markets (market analysis, export promotion, export management skills, etc.); Institutional strengthening of farmers association by implementing basic business development services, including accounting, marketing, general management and business planning; Implementation of EU Standards in organic certification; Promotion of organic pineapple in the world market with a focus on Europe; Identification of areas of intervention addressing the challenges facing the organic pineapple sector in Nyanza Region.
01/2003– 12/2004	Germany Cameroun Kenya	Meridian Fruchthandels-gesellschaft GmbH  Albert Esper  CEO  www.meridian-frucht.de  Donor:Private Company	Sales Manager  Agri-business	<b>Project Mission:</b> Private sector development: Following the strategic decision to achieve leadership in the specific niche market of tropical fresh fruits from organic agriculture imported by airplane to assure unique quality through just-in-time delivery (high glucose content because of advanced ripeness) from Cameroon to the EU. The company was awarded with an exclusive selling position. As Marketing Manager in Agri-business for the private company Meridian Fruchthandels-gesellschaft responsible for the achievement of leadership in the specific niche market of tropical fresh fruits from organic agriculture. Management and quality control of the complete value chain for tropical fruits and development of the international distribution infrastructure, including: product development and benchmarking, supply chain and quality chain analysis, export/import requirements, SPS and technical standard requirements, foreign market analysis and market research/market information; Capacity building and training to improve quality and effectiveness of production at supply level; Scanning of potential export markets and world competitors, evaluation of priority markets and prospects for market diversification; Analysing opportunities for product diversification in specific markets and identification of product-specific opportunities by comparing actual bilateral trade, the total import demand and the overall export supply capacity; Assessing the export potential at sector level, particularly with regards to exports to the EU markets (market analysis, export promotion, export management skills, etc.); Analysing EU tariff & customs issues and the relevant SPS regulations combined with TBT issues; Analysing the viability of investments and to prepare documents and information for banks; Organisation of & participation in trade fairs, exhibitions and promotional events.
02/2001 – 12/2002	Germany Czech Republic	Frutana GmbH  Donor: Private Company	CEO  Agri-business	<b>Project Mission:</b> Private sector development: Unique sales position in Germany with a range of organic dried fruits including dried tropical fruits like mango slices and pineapple rings and tid bits covered with organic chocolate without Lecithin. Chief Executive Officer for Agribusiness of Frutana GmbH, a private company with a unique sales position in Germany focussing mainly on organic dried fruits. Strategic and conceptual planning of the company and supervision of all relevant company sectors including production, purchase, import/export, logistics/transport, finance, tax, legal affairs, sales and marketing. Developing of Human Resource and Financial processes; Supply chain management, including capacity building and training on high end technology; Customer service management, procurement, Product development and commercialisation, manufacturing flow management/support, physical distribution, outsourcing/partnerships, performance measurement as well as branding and sales marketing.  <a href="http://barbara-eichelmann.de/">http://barbara-eichelmann.de/</a>

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01/1997 – 01/2001	Germany Burkina Faso Togo Mali	Mister Mango Südfrucht Handels- GmbH	CEO  Agri- business	<b>Project Mission:</b> Inclusive Private sector development: 1999- 2001 holding the monopole in the EU market with dehydrated Mango slices issue of organic farming. Donor: Private Company in cooperation with PPP/GTZ and PPP/DEG. The company held the monopoly in the EU market for dehydrated mango slices from 1999 to 2001. Supervision of all relevant company sectors including production, purchase, import/export, logistics/transport, finance, tax, legal affairs, sales & marketing; Development of Human Resource and Financial processes; A detailed value chain assessment and diagnostic analysis of product quality; Implementation of PPP Projects with GIZ in Mali and DEG in Kenya. Both projects concerned the implementation of business development services to farmers association and dehydration enterprises in Burkina Faso and Kenya to improve and enhance existing value chains and increase the export readiness to achieve international food quality while respecting EU SPS standards; Assessing the export potential at sector level, particularly with regards to exports to the EU markets (market analysis, export promotion, export management skills, etc.)
01/1996 – 12/1996	Germany	Forum of Public and European Law  Andreas Thomas Law Cabinet Attorney-at-law  Andreas Thomas Partner  Andreasthomas. de@web.de	Partner	<b>Project Mission:</b> Private sector development: International Commercial Consultancy as well as setting up training tools for capacity building in the law of the European Union (management of a team of free-lance experts responsible to design training programs for German SME to gain or improve international competitiveness). Project management; Monitoring and evaluation; Legal consultancy to European SME in foreign national commercial law and regulations; EU food labelling requirements; EU food law; EU product liability regulation; EU branding requirements and trade mark; Development of international commercial agreements and monitoring (sales agreements, exclusive distribution agreements, LC agreements, etc.); Legal correspondence & legal drafts, draft of company statutes and legal registration in France, Czech Republic, Germany, Burkina Faso and Kenya.
06/1995– 12/1995	Germany	Cardio Center of the University Leipzig  Ms. Aulkemayer  I	Director of the Center for pathologi cal addiction &  Director of Patient Manage ment	As Director of Finance Patient Management responsible for: Patient management for heart surgery, internal medicine/cardiology and paediatrics/paediatric cardiology; Day-to-day organisation of all patient related issues; Capacity building of human resources and design of training programs; Gap analysis and Capacity Needs Assessment; Design of training programs; Supervision and the lead of administrative staff; Cooperation in all patient related issues with medico-technical staff; Marketing & corporate identity, public relation; Finance and implementing / supervising of new tariff system for treatment; Problem solving of internal and external legal cases and mediation; Assistance to procurement activities; Preparation of tenders and contracts for work, services and supplies; Providing support in the administration of tendering procedures; Establishment of tender dossiers; Organization of evaluation committees; Participation in evaluation committees; Assistant in the development of guidelines and rules for procurement and different contracts types. Assistance in dealing with claims and litigation relating to contracts and procurement; Monitoring & Evaluation of performances against benchmarks
03/1994 – 04/1995	Germany	German Research Institute for Public Administration Prof. Dr. Heinrich Siedentopf www.foev- speyer.de	Senior Research er	Researcher for Public and European Law and assistant to esteemed Prof. Heinrich Siedentopf of the German Research Institute for Public Administration within the University of Administrative Science in Speyer: Development of the legal training curriculum in EU Law, Coaching and capacity building of lawyers; implementation of European Law; Institutional strengthening and human resource capacity building; Networking and relationship building with European Commission Directorates and national public administrations; Responsibilities included research on EU policy cycle and enforcement & the implementation of EU law in the EU Member States on the basis of the example of the EU directive concerning genetically modified organism (GMO).
Sep-94	Armenia	Donor: GIZ www.giz.de	Senior EU Food Law Adviser	Organisation and animation of capacity building institutional strengthening and practical skill training workshops in the field of harmonization of national food law to the requirements and standards of EU Food Law for senior civil servants in the Ministry of Environment of the Republic of Armenia, Erivan.

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03/1994 – 04/1995	The Netherlands	European Institute of Public Administration (EIPA) Prof. Spyros Pappas	Senior Lecturer in Law	<b>Project Mission:</b> Lecturer on trade facilitation and harmonizing of laws and regulations (Program Karolus). Development of a capacity building training program, Gap analysis and Capacity Needs Assessment of civil servants and designing organizational structures for EU member state senior civil servants in the frame of WTO TBT, SPS and NTBs to avoid irregularities and border issues between the EU Member states.  <a href="http://www.eurosurveillance.org/ViewArticle.aspx?ArticleId=1198">http://www.eurosurveillance.org/ViewArticle.aspx?ArticleId=1198</a> <a href="http://www.eipa.eu">www.eipa.eu</a>
06/1993 – 09/1993	France	Faculty of Law / University of Paris X	Senior Lecturer in Law	Taught German Commercial and Public Administration Law for French law students and undertaken research on comparison between German and French Commercial and Public Administration Procedures. <a href="http://www.u-paris10.fr">www.u-paris10.fr</a>
1992	Mecklenburg-Western Pomerania Germany	Ministry of Interior	Senior Advisor	Organisation and animation of capacity building workshops for senior civil servants on behalf of the Ministry of Interior teaching public affairs management, good governance, public law (constitutional law, administrative law and procedures, statutory law.), Gap analysis and Capacity Needs Assessment of civil servants.
1989–1991	Germany	High Court of the State of Hamburg	Trainee Lawyer	Legal Training & Judicial & Public Administration  Professional Experiences: Assistant to the Judge Trained and instructed by the judge in the civil law department of the Court. Responsibility includes the draft judgments in civil law cases. Assistant to the Judge High Court of Appeal of the State of Hamburg Trained and instructed by the judge in civil law department of the High Court. Responsibility includes the draft of judgments in civil law cases submitted on appeal. Assistant to Professor German University of Administrative Sciences Speyer, <a href="http://www.hfv-speyer.de">www.hfv-speyer.de</a> Legal professional training, scientific methodologies, preparing lectures and speeches received through seminars providing a general insight into the fields of law, administrative sciences, economics and sociology. The core sections deal with Public tasks, organization and proceedings, Public management, European and international Affairs State and Economy, selected Policy and Legal Areas, e.g. Technology & Environment, Social and Labour Issues, Judiciary and Home Affairs, Legal counsel and designing of law, norms & contracts. Assistant to Director Federal Ministry of Economy of Germany, <a href="http://www.bmwi.de">www.bmwi.de</a> Assistant to Director responsible to assure that the German Government speaks with one voice when dealing with the various institutions in Brussels. In this context responsibility was given in cooperation with the Directorates member : To assure that the "Bundestag " (German Federal Parliament) and the "Bundesrat" (Chambers of the German States) receive timely and comprehensive information on European projects; To draft reports on economic policy issues, e.g. the European internal market, competition law, industrial policy, foreign economic and trade policy; To assist the coordination of the Federal Government's positions on technical working areas of the EU; To support the coordination of the German position including preparing instructions for the German envoy to the Committee of Permanent Representatives of the Council (COREPER); To respond to incoming inquiries from Brussels as the Ministry functions as the Federal Government's competence centre for European law. Assistant Attorney-at-Law in Hamburg Responsibility includes the draft of civil law cases, commercial law cases, consultancies to SME in all relevant legal matters.

## 15. SCHOLARSHIPS & INTERNSHIPS

Period	I
09/1990 – 11/1991	ENA Student Scholarship of the German Academic Exchange Program (DAAD) and the German Ministry of Foreign Affairs to enter the Ecole National d' Administration (ENA) in Paris., <a href="http://www.ena.fr">www.ena.fr</a>
07/1980 – 09/1980	Internship as Assistant of Human Resources Director, MERCK KGaA, Darmstadt / Germany, <a href="http://www.merck.de">www.merck.de</a>  Introduction to the tasks related to HR department and to assist in the recruitment process,
08/1982 – 09/1982	Internship as Assistant to the Pharmaceutical Packaging & Label Director MERCK KGaA, Darmstadt / Germany, <a href="http://www.merck.de">www.merck.de</a>  Responsibility included to analyze the EU regulation on pharmaceuticals & chemicals and to adapt the requirements to the official corporate branding policy on all MERCK
10/1988 – 02/1989	Assistant to the Head of Unit of the Directorate General "Agriculture" of the European Commission, Scholarship of the European Commission Directorate-General for Agriculture and Rural Development, Directorate H: Agricultural legislation, H.3: Monitoring of application of agricultural legislation. Responsibility includes legal analyse and research of the implementation of EU Law in the Member States and preparation of the communication to the Member States in the frame of the infringement
04/1989 – 06/1989	Internship at Dr. Scheuermann Consultancy KG, German Company and International Trade Law  Responsibility includes consultancies to company clients and support in their specific international projects, draft of international contracts in respect to the national and international legislation.
07/1989 – 09/1989	Internship as Assistant to the Legal Affairs & Human Resource Director, Hamburger Morgenpost GmbH <a href="http://www.mopo.de">www.mopo.de</a>  Responsibility includes ad hoc legal advises in various matters during the process of developing the upcoming newspaper to the newspapers management team (Editor, CEO, Finance Director, PR Director, Advertising Sales & Marketing Director) especially concerning labour law and implementing

## 16. SCIENTIFIC RESEARCH & PUBLICATIONS

Year	P
1993	Co-Author of the country report „Investment and real estate in Finland“ In: Haus- und Grundbesitz im Ausland, Loseblattsammlung im Rudolf Haufe Verlag
1992	„Investment opportunities in France“ Rezension des Werkes von Prof.Dr. Hidien, In: Recht der Internationalen Wirtschaft
1991	Das Vertragsverletzungsverfahren gemäß Art. 169 EWGV und seine Anwendung durch die Kommission im Rahmen des freien Warenverkehrs. In: Auf dem Weg nach Europa-Fragen zur europäischen Integration, Schriftenreihe der Deutschen Gruppe der Association des Auditeurs et Anciens Auditeurs de l'Academie de Droit International de la Haye, Band VIII;
1991	Le contrôle judiciaire indirect du droit communautaire: les juridictions nationales face à la procédure de renvoi préjudicial de l'article 177 alinéa III du Traité de Rome. Mémoire pour le Diplôme d'Etudes Approfondies de Droit Communautaire, Faculté
1991	Die neue europäische Ordnung...Frankreichs Verwaltung muß sich der Herausforderung stellen. In: Dokumente, Zeitschrift für den deutsch-französischen
1991	La politique communautaire des consommateurs. In: EIPASCOPE, Nr. 1994/1- Institut Européen
1991	Bericht: 2. Kolloquium der Hochschule Speyer und der ENA In: Die Öffentliche Verwaltung (DÖV), 48. Jahrgang, Heft 9, S.

## 17. Social Activities

1978 - 1980	Chief Editor of School News Paper, Darmstadt
1979 - 1980	Elected President of the Student Committee of the private college Marienhöhe, Darmstadt
1989 - 1990	Elected President and Speaker of students at the German University of Public Administration and Public Science at Speyer
1991 - 1994	Vice- President of the Association "Vocation Europe" of the students of the Law Faculty / DEA of Rennes I
1992 - 1993	President of the Association "European Initiative", Hamburg
1991 - 1992	Treasurer of the German Section of the Association of the International Law Academy at the International Court of Justice, Den Haag
Since 1992	Member of the Association of the "Anciens élèves de l'Ecole Nationale d'Administration (ENA),
1993 - 1994	General Secretary of the German Section of t of the Association of the International Law Academy at the International Court of Justice, Den Haag
1994 - 2000	Member of Parliament of the Town of Darmstadt
2000 – 2001	President of the German-Finnish Law Association
2000 - 2005	President of the Association Hope for Africa
2005	Official Representative of the Environment Liaison Centre International an UN accredited organization working in close collaboration with UNEP at Sixth World Conference on Sport and the Environment at
2007-2010	Honorary member of National Board of Advisory of AIESEC in Afghanistan
2015	Member of Rotary Club International

Hamburg, 19.04.2023

