

CURRICULUM VITAE (CV) FOR PROPOSED PROFESSIONAL STAFF

1. **Proposed Position** Programme Evaluation Specialist

2. **Name of Firm** DFC SAU

3. **Name of Staff:** Jacques Poirson

4. **Date of Birth:** 1950

Nationality: French

5. **Education:**

Dijon Business School, France
1969 – 1972

Master in Business Administration (MBA)

College of Economics, Université de Lyon
1967 – 1969

Diplôme d'Etudes Universitaires Générales

6. **Membership of Professional Associations:** PEFA Secretariat Community of Practice, IFC Alumni

7. **Other Training:**

March 2010: PEFA Secretariat - EC

Training of trainers, PEFA - PFM

February 2010: PEFA Secretariat - EC

PEFA advanced workshop for EC Consultants

8. **Countries of Work Experience:**

Middle East, North Africa: Egypt, Jordan, Algeria, Morocco, Syria,
Tunisia, Lebanon, Turkey

1974-76, 1981-83, 1992-94, 1997-
2000, 2002-2010

Eastern Europe and CIS: Bulgaria, Russia, Georgia, Slovenia

1994 and 2001

South-East Asia: Laos, Thailand, Viet-Nam

1988, 1978

Latin America: Mexico, Colombia, Argentina

2002, 1998, 1980

9. **Languages:**

French, mother tongue

English, good in speaking, reading and writing

Spanish, good in speaking, reading and writing

Russian, poor in speaking, reading and writing

10. Employment Record:

1999 – present

Independent consultant / DFC Associate Director
Consulting projects primarily in the MENA region.

1997.

Regional administration of East Vaucluse, France

Chief advisor to local officials for the design and implementation of a comprehensive economic and social programme for the region of East Vaucluse which involved designing a redeployment plan for the local economy.

1989 - 1998

DFC SA Manager and Consultant

Responsible for restructuring and privatisation assignments in Eastern Europe and the Middle East.

1983 and 1989

Grupo Isidro / Groupe Seribo

Responsible for international development in two Spanish/French holding companies. Evaluated and negotiated investment projects, including joint ventures in several countries including China, Turkey.

1981 and 1983

IFC (World Bank Group)

In charge of evaluating, negotiating and follow-up of capital investments and loans for the IFC in private companies in Europe and the Near East. Principal investments carried out or supervised: a hotel in Portugal; sugar refinery, textiles and ceramics in Egypt.

1974 and 1979

Creusot-Loire Enterprises

Responsible for expanding the potential export markets of this major French industrial enterprise.

<p>11. Detailed Tasks Assigned</p> <p>Overall responsibility for the evaluations of all 14 programs carried out by CMI and particularly those in Morocco, Tunisia and Egypt.</p> <p>Specifically (Annex 1 of the ToRs):</p> <ul style="list-style-type: none">10 CMI's program visibility and demand for CMI's services,11 Assessing client needs,12 Collaboration and partnership, and13 Design and delivery of joint learning products and services.	<p>12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned</p> <p>Name of assignment or project: Mid-term evaluation of Millennium Challenge Account program Year: 2010 -2011 Location: Morocco Client: Millenium Challenge Corporation (US Congress) through the Agence de Partenariat pour le Progrès Main project features: 697 million US dollar program providing assistance for far- reaching projects dealing with Urban renovation and restructuring (Fès), agriculture, business training, enterprise support services, microfinance, small scale fisheries. Positions held: Leader of a team of six Moroccan and European consultants Activities performed: In charge of supervising evaluation studies and managing the relationships with Moroccan and US official bodies.</p> <p>Name of assignment or project: Results Oriented Monitoring Year: 2009 -2010</p>
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	<p>Location: ENPI South region (MENA region) Client: EuropeAid Main project features: Results oriented monitoring of EuropeAid programs Positions held: Mission Leader and Monitor Activities performed: Led 11ROM missions in all countries of the ENPI South region, covering 100 projects. Projects monitored included:</p> <ul style="list-style-type: none"> - Morocco (May 2009): 2 twinning projects, dealing with Competition and Administrative reform - Tunisia (December 2009 : EIB, “Mise en place et au développement de 5 technopoles en Tunisie” - Lebanon (April 2010) : Strengthening competitiveness of the private sector, - Morocco (June 2010) : Appui à la réforme du secteur énergétique au Maroc (SPSP) - Tunisia (July 2010): Programme d’appui à la gouvernance économique, à la compétitivité et à la convergence avec l’UE (SPSP) - Jordan (September 2010) Support to the Reform of Public Finance and Public Administration (SRPFPA) programme in Jordan (GBS) - Egypt (October 2010): TVET support programme, TA to TVET support Programme <p>Name of assignment or project: Evaluation of Investment Climate, Survey for Inspection Reform Project Year: 2010 Location: Jordan Client: IFC (with DFC) Main project features: Establishing the baseline for the Evaluation of a program aimed at simplifying administrative formalities for labor inspection. Positions held: Project Director Activities performed: Quality control and advice on evaluation methodologies to survey team.</p> <p>Name of assignment or project: Final evaluation of EU financed Spinning and Weaving support Program Year: 2009 Location: Egypt Client: European Union Main project features: 80 million Euro program aimed at supporting sector restructuring, mainly through the implementation of a social safety net and vocational training for redundant workers Positions held: Team Leader Activities performed: In charge of the relationship with Egyptian ministries and institutions, as well as supervising the work of the evaluation team.</p> <p>Name of assignment or project: Monitoring and technical assistance to Sector Policy Support Program Year: 2009 - 2011 Location: Tunisia</p>
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	<p>Client: European Union Main project features: Positions held: Team Leader Activities performed: Led the team in charge of monitoring and providing TA to the EU Délégation for a Euro 41 million Sector Policy Support Program aimed at improving trade relations, local development, regional integration, harmonisation of business laws and practice, macroeconomic stability.</p> <p>Name of assignment or project: Identification of “Programme de promotion des Investissements et des Exportations” Year: 2009 - 2010 Location: Morocco Client: European Union Main project features: Positions held: Team Leader Activities performed: Led the identification of a Euro 60 million budget support facility aimed at fostering the development of business laws and practice, export promotion, improving the national certification and accreditation laws and scheme.</p> <p>Name of assignment or project: Assistance Technique pour le Suivi de la Facilité d’Ajustement Structurel IV Year: 2006 - 2007 Location: Tunisia Client: European Union Main project features: Positions held: Team Leader Activities performed: led the team of EU experts monitoring the execution of Structural Adjustment Facility IV, the World Bank and the African Development Bank. Was responsible for the relationships between the financing institutions and the Tunisian Authorities. Was specifically in charge of monitoring the simplification of regulations that hampered innovation and business development.</p> <p>Name of assignment or project: Mid-term Evaluation of the “Programme d’Appui aux Entreprises” Year: 2007 Location: Morocco Client: European Union Main project features: Positions held: Team Leader Activities performed: Led the mid-term evaluation of the 63M SME support and financing program in Morocco, jointly financed by the EU and the Moroccan authorities, which provided technical and financial support facilities to local institutions, in view of the country’s integration in the free trade zone with the EU.</p> <p>Name of assignment or project: Etude relative à l’évaluation du portefeuille de l’Etat Year: 2005</p>
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	<p>Location: Morocco Client: European Union Main project features: Positions held: Team Leader Activities performed: Led an analysis and evaluation of Morocco's state-owned industrial investments. Included recommendations for an overall restructuring and modernisation of the State portfolio, which was discussed in detail with local authorities. Followed by an additional study and recommendations for the restructuring and privatisation of small size and minority investments belonging to the State's portfolio.</p> <p>Name of assignment or project: Mid term and final evaluations Year: 2003 - 2005 Location: Morocco Client: European Union Main project features: Positions held: Team Leader Activities performed: Led various evaluations of EuropeAid funded projects including:</p> <ul style="list-style-type: none"> • 2005 Start-up evaluation of EU's large support program to SMEs (Programme d'appui aux Entreprises). • 2004 Ex-post evaluation of the country's privatisation program (Evaluation rétrospective du programme de privatisation au Maroc). • 2003 Mid-term evaluation of program to support local business associations (Evaluation Intermédiaire du Projet d'Appui au Associations Professionnelles au Maroc). • 2003/2005 Mid-term and final evaluation of the Privatisation support programme « Projet d'Appui au Programme de Privatisation au Maroc ».
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13. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes me, my qualifications, and my experience. I understand that any wilful misstatement described herein may lead to my disqualification or dismissal, if engaged.



Jacques Poirson

[Signature of staff member or authorized representative of the staff]

Date: 16 May 2011

Day/Month/Year

Full name of authorized representative: José Luis Mombrú