

ADAM J. W. DAVIES

E: adamjwdavies@yahoo.com T: +27 73 531 2060 A: Cape Town, South Africa.
Born and grew up in Egypt. British and Canadian nationalities.

Strategic Planning and Resource Mobilisation Expert with over 20 years of experience in international development and leadership roles at organisations such as Save the Children International, Oxfam, and United Purpose, as well as on UN, EU and Ford Foundation projects in Eastern, Southern and Central Africa; Asia; and Central and Eastern Europe.

- ⇒ Competencies:
 - Strategy development and organisational reviews;
 - Programme and project design, resource mobilisation, and proposal writing;
 - Strategic communications (annual reports, brochures, learning materials).
- ⇒ Diverse thematic experience, including climate resilience, livelihoods and nutrition, education, women's empowerment, nutrition, WASH, and humanitarian response.
- ⇒ 15 years' work experience in East and Southern Africa (Mozambique, Malawi and Tanzania).
- ⇒ Master's (with Distinction) in Development Planning from University College London (UCL); Bachelor's from London School of Economics (LSE), UK.

KEY ACHIEVEMENTS

- ⇒ Led development of **Save the Children Mozambique 2022-24** and **2025-27 strategies**, through a highly participatory process involving children and local actors. These strategies, each targeting more than 2.2m people and portfolios of \$90m, were built on a robust child rights situation and ecosystem mapping analysis, with a firm emphasis on shifting power (supporting 40 local NGOs), youth activism, and technology.
- ⇒ Led development of **United Purpose Malawi's 2017-20 Country Strategy**, resulting in gender equality being placed at the centre for the first time, and stronger sectoral integration between program pillars.
- ⇒ Conducted **Save the Children Nepal country office program quality review** (2023).
- ⇒ Developed Save the Children Mozambique's annual **Humanitarian Response Plans (2020-2024)** including cyclone, conflict, drought and COVID-19 responses.
- ⇒ **Secured over \$300m in funding** from institutions (Green Climate Fund, FCDO, EU/ECHO, USAID, GIZ/BMZ, DFAT), trusts and foundations (Gates Foundation, Ford Foundation, Dubai Cares, Comic Relief, Solidaridad, Charity Water), corporates (Sony), high net-worth individuals, and events. This includes overseeing complex multistakeholder processes involving innovative public-private and research partnerships, and lead writing of proposals and budgets.
- ⇒ Led development of **resource mobilization and partnership strategies** for Save the Children, Oxfam and United Purpose in Mozambique, Malawi and Tanzania, as well as Oxfam's EU donor engagement plan.
- ⇒ Steered **program and project design processes** that were successfully funded, including a number of innovative initiatives – such as pro-poor mass-produced sweet potato bread (EU), and first integration of micro-insurance into social protection programming in Malawi (DFID/FCDO), as well as first locally-led humanitarian pooled fund in Mozambique (SIDA).

EXPERIENCE

Save the Children International, REMOTE	Global Director of Climate and Child Poverty	02/25-07/25
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Responsibilities:

> Lead the global implementation of Save the Children's climate, urban and child poverty strategies across 60 countries, overseeing the quality delivery of \$600M+ in food security, sustainable livelihoods, and social protection programming. Lead team of 14 technical experts to develop evidence-based programmatic standards and policy influence papers, and grow strategic global partnerships and funding portfolio.

Save the Children International, MOZAMBIQUE	Director of Program Development & Quality	03/20-02/25
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Responsibilities:

> Overall strategic direction of a 30-project country program with 350 staff, and a portfolio of £130m reaching more than 900k people directly annually in a complex conflict- and climate-impacted context. Responsibilities included fundraising and program development, quality assurance, innovation, monitoring and evaluation, advocacy and communication, and partner management.

Achievements:

> Successfully fundraised over £150m including £60m USAID/BHA RFSA (largest award in ESARO region), £24m Green Climate Fund (largest GCF project in Mozambique), and numerous ECHO, Norad, BHA, USAID and GAC awards, plus new corporate partners. During tenure, annual budget grew from £20m to £35m, exceeding strategy funding stretch target by 159%.

> Led development of two three-year strategies (2022-24 and 2025-27). Developed annual funding and humanitarian response strategies.

- > Designed, wrote proposal and successfully mobilised resources for first local actor-led humanitarian pooled fund in country. Rolled out number of successful innovations, including first cash plus initiatives (now four), and on teacher absenteeism tracking, and remote learning assessments. Introduced first development-emergency-peace nexus programming.
- > Conducted Save the Children Nepal country office program quality review (2023).

United Purpose (now Self Help Africa), MALAWI **Country Director** 04/19 – 03/20

Responsibilities:

- > Led a £8m p.a. country program with over 30 concurrent projects that reached over 1m people directly each year, including on climate resilience, agribusiness, shock responsive social protection, WASH, nutrition, gender equality, energy / Gold Standard carbon financing, and humanitarian response. Donors included EU, FCDO, USAID, GIZ, Irish Aid, Charity Water, DFAT, Comic Relief.
- > United Purpose is one of the largest INGOs in Malawi. Led 250+ staff spread over 24 out of 28 districts nationwide.

Achievements:

- > Launched world's first mass market orange-fleshed sweet potato bread ('Bakers Gold') working with largest baking firm in Malawi (70% of market share) sourced from 3,000 mainly female smallholder farmers. Conceived concept, secured funding, and oversaw this 4-year EU-funded transformative nutrition and value chain development project.

Concern Universal / United Purpose, MALAWI **Deputy Country Director - Programs** 06/14-4/19

Responsibilities:

- > Directly oversaw overall program delivery, including 60 mainly climate resilience, agribusiness, social protection and nutrition projects over period in post. Line managed 6-9 staff at a time and oversaw teams of 200+ people nationwide.
- > Steered three successful large consortia in resilience, pro-poor value chains, multi-purpose cash, and adaptive social protection.
- > Led new program development, program quality, fundraising and reporting.

Achievements:

- > Played pivotal role in country program growth from 14 to 30 projects, doubling turnover to £8m p.a., and significantly diversified funding base.
- > Designed and raised over £20m for multiple sector programs, including leading and winning several complex multi-\$million consortium proposals, involving innovative public-private and research partnerships, and securing new donors. Highlights included winning 4 x EU contracts including 2 direct negotiation awards (£7.8m), 3 Irish Aid awards (£7.5m), 3 GIZ awards, and a £6.4m DFID award; largest MCC Malawi NGO contract, and first grant with Carlsberg for United Purpose.
- > Led year-long consultative process to develop 2017-20 Country Strategy, resulting in gender equality being placed at the centre for the first time, and stronger sectoral integration between program pillars.

CUMO Microfinance Limited, MALAWI **Board Member** 06/14-03/20

- > Line managed the CEO (2019-20), and a Board member of the largest rural microfinance institution in Malawi with 160 employees. Led revised strategy, which grew CUMO by 35%. Bank serviced 80,000+ base of pyramid entrepreneurs (82% female) offering loans and micro-insurance products (the first in Malawi) and an innovative facilitated entrepreneurship training program.

Oxfam GB, Oxford, UK **EU Partnership Development Manager** 06/13-6/14

- > Led the team responsible for steering Oxfam GB's £60m EU development funding portfolio and strategic partnership. This involved overseeing proposal development support to 90+ countries, including complex multi-country, multi-Oxfam affiliate bids.
- > Developed strategies for proactive EU engagement and influencing, and relationship building at corporate and country levels, plus global staff capacity building on fundraising and contract management.

Oxfam GB, Oxford, UK **Supporter Marketing Funding Manager** 04/12-6/13

- > Managed team that co-ordinated £12m p.a. restricted development funding from private sources: UK supporters and high-net worth individuals; trusts; events, incl. the Dubai International Film Festival 2012, and private funding initiatives (incl. Nokia, Accenture, One Foundation).
- > Oversaw management of the Projects Direct portfolio of 22 multi-themed showcase development projects, targeted at supporters, trusts, and companies; and of the famous Oxfam Unwrapped funding product (£3.5m of restricted funding).

Oxfam GB, TANZANIA **Funding and Communication Coordinator** 10/07-7/10

- > Led on securing, managing and reporting on funding for all programs, plus country campaigns and communications. Member of senior management team overseeing £3m p.a. operations. Wrote proposals and successfully raised over £5m from DFID, EU, UN, US foundations boosting the country budget by a third.

Development Education Exchange in Europe Project (DEEEP), Brussels, BELGIUM 10/06-10/07

Advocacy Officer for an EU project to raise European public awareness of international development issues through national and EU policy influencing, and NGO support. Successfully lobbied for €10m development funding for EU New Member State NGOs.

Food and Agriculture Organization of the United Nations (FAO), Rome, ITALY

10/04–10/07

Consultant expert responsible for developing and editing content, including co-writing distance learning lessons on gender and impact assessment in microfinance for the Rural Finance Learning Centre, an FAO, World Bank, IFAD-funded gateway of capacity building tools to support organisations providing financial services to rural poor.

EDUCATION

10/17 – 5/18 Center for Financial Inclusion, Cape Town, SOUTH AFRICA.

Africa Board Fellowship (prestigious program to improve governance of African financial institutions serving low-income clients).

09/04 – 09/05 Development Planning Unit, The Bartlett, University College London (UCL), UK.

MSc Development Planning: DISTINCTION (Highest).

09/98 – 06/01 London School of Economics (LSE), UK.

B.A. Geography (Economic and Human): 2:1 (Hons). Ormsby Prize for Academic Achievement.

LANGUAGES: English (mother tongue), French, German and Portuguese (fair).

REFERENCES: Upon request from all past line managers and employers.