



# Curriculum Vitae

## Alastair Wilson Clyne



### QUALIFICATIONS

BSc Chemistry (University of Glasgow)

Economics Post Grad Diploma RICS,  
Law Post Grad Diploma ACII

Tropical Dev/Food Grants/FEOGA  
(University of Strathclyde/SBIC)

US Federal Government Small  
Business Training Advisor (North  
East Council)

Multiple Professional certification/  
qualifications: Leadership, Strategic  
Marketing, Legal Structures, Project  
Management, Finance & Funding

Accredited Intellectual Property  
Trainer (British Patent Office)

### KEY SKILLS

Team Direction & Business  
Leadership

Coaching, Mentoring & Motivating  
Social Enterprise

Community Development  
Project Management

Project Funding

Strategy Development

Innovation & Collaboration

Transition & Growth

Relationship Management

Public Private Sector Partnerships

Winning Donor Funded Business

New Business Start Up, Strategy,  
Funding & Growth

Strategic International Marketing &  
Development

Business Development Support in  
the Public Sector

### YEARS OF EXPERIENCE

25+

### PROFILE

Highly skilled Business, Social Enterprise and Economic Development Director with over 25 years' International experience and success in developing opportunities, delivering solutions, training project teams and facilitating project growth/implementation across the Public, Private, Donor, NGO, Voluntary, Social Enterprise, Education sectors

Delivering success/impact in even the most poorly or non-defined projects/ situations has been achieved whilst working, living and thriving in diverse countries, cultures, economies and political situations. Particular career focus is on supporting the growth, development and the successful management/ direction of contracts, projects and teams.

Extensive experience managing project & human development through major growth, transition, strategic change, realignment. Approach is focused on empathy/deep understanding of issues faced/goals pursued (economic, social, political, financial, enviro) by companies & employees, funders & partners, Governments & Donors, Enterprises & Agencies.

### SELECT PROJECT EXPERIENCE

#### **Team Leader/Project Manager, Dornier Consulting International 2016-17, Georgia**

World Bank and Ministry of Economic & Social Development project evaluating & positioning new trade/transport/value-added service clusters to generate Social & Economic growth.

#### **MD, Heroica International, 2013 - , Philippines**

100Ha Coffee/Coconut Plantation enterprise; 10 year supply/ marketing agreement secured to create vital jobs & income, food security, child/family welfare, new skill development.

#### **Enterprise Dev./Investment Manager, Challenges Worldwide 2012-13, Kenya & Cambodia**

Agri-business development structuring new growth & strategy, preparing business/feasibility plans, delivering training, pursuing funding (micro, grants, secured), improving value chain position.

#### **Head Economic/Business Dev., Kurdish Consultancy/UNDP 2012 - , Iraq**

Agri-food/added-value project to alleviate poverty in Kurdish region; creating new opportunities, developing new skills/ ambitions, delivering training, optimising local land/food practices.

#### **UK Technology Partner, Zabala Innovation Consulting 2012 - , UK/International**

Supporting new project development, market reach, products/services (training, business development, R&D, project planning/funding) commercialisation for EU's top/No. 1 Innovation specialists



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### SUPPLEMENTARY

Social enterprise, community leadership and international business/group positions.

Partner / Director - Social Enterprise

- Urban Catch, Glasgow, Aquaponics & Urban Growing
- Theatre Nemo, Glasgow . . . . . Mental Health, Prisoner/Family Support
- Social Farm, Kazakhstan, Agri Food & Rural Enterprise
- Heroica, Philippines, Coffee Plantation/Community Support
- SVO, India/Sri Lanka, Education/ Arts Support, disadvantaged kids

Partner - Charity

- Mishwar, Lebanon, Music, Arts & Support to Refugee Camps
- House of Heroes, Philippines, Orphanage for street & abandoned kids

Director - CommDev/SocEnt

- Kurdelish, Iraq, Agri-Food/ Training support; refugees, IDPs CommDev/SocEnt

Member of various business and advisory committees, steering groups, International and strategic policy makers

**Project Leader, USAID/ Sughd Special Economic Zone (SEZ)**

**2011-12, Tajikistan**

Creating/delivering complex feasibility/strategic plan re key economic/ social goals, physical appraisals, grants/funding, training & development.

**International Partner, Upper Quartile**

**2011-14**

Specialist Economic Development group working within conflict & fragile states with Govts. & Agencies and Private Sector Orgs & Multi-Nationals.

**Senior/Managing Partner, JK Group**

**2010 - , Kazakhstan**

Central Asia specialists in Business, Economic and Social Development working with USAID, Eurasia, Kazak Ministries and EU/US partners.

**Business Economist/International Key Expert, Safege**

**2009-11, Kazakhstan**

Transport/Logistics Project covering Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan, Uzbekistan. Directed project implementation to achieve key objectives/outputs (economic, financial (PPP/PFI), technical, enviro).

**Managing Director, MentorShop Europe**

**2007-10, EU and USA**

US/EU Consultancy specialising in business development, training, funding, innovation for new product/market development and strategy.

**Team Leader/Director, EU, UKTI, Private, Govt., Scottish Enterprise etc.**

**2001 - 2010**

Multiple projects (50 counties) for wide spectrum of sectors/clients delivering economic & social development, training & capacity building.

**Corporate Services Director, Bradley Dunbar Group (BDG),**

**2001-07, EU, Balkans, CEEC & Middles East**

EU specialists; Group companies Poland, Bulgaria, Czech, Estonia, Latvia, Lithuania. Major business/economic development success leading/ delivering EU, DFID, Donor/Grant/private projects; CBC and TA/training.