

## **NDIDI OKONKWO NWUNELI**

259 W. Goethe, Chicago, IL 60610, USA

nnwuneli@africanace.com, nnwuneli@leapafrika.org; ndidi\_nwuneli@yahoo.com

Tel: 221-777283834; 234-1-270-6541/2

### **Education**

- 1997-1999 **HARVARD UNIVERSITY GRADUATE SCHOOL OF BUSINESS ADMINISTRATION** **BOSTON, MA**  
Master in Business Administration, June 1999. Recipient of the Harvey Fellowship and the National Black MBA Association Graduate Scholarship award for outstanding academic achievement. Founder/Co-chair of the Annual African Business Conference, Vice President of Faculty and Student Affairs for the Africa Business Club, International Liaison for the African American Student Union and Publicity Chair for the Christian Association.
- 1992-1995 **THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **PHILADELPHIA, PA**  
Bachelor of Science in Economics, *magna cum laude*, May 1995. Dual concentration in multinational management and strategic management. Recipient of the Albert A. Berg Scholarship Award for academic achievement. Selected for the Friars and the Onyx Senior Honor Societies for outstanding leadership. President of the Penn African Students Association. Member of the Penn Gospel Choir, the Accounting Club, NAACP and the BSU.

### **Experience**

Jan 2008 – Present **Leadership, Effectiveness, Accountability and Professionalism (LEAP) Africa** **LAGOS, NIGERIA**  
*Founder/Director*

LEAP provides leadership, management and ethics training programmes, coaching services, awards and grants for youth, social entrepreneurs and business owners in eight cities across Nigeria. It is committed to equipping these critical stakeholders with the skills, tools and support that they require to serve as leaders and change agents. LEAP also conducts research on leadership development in Africa. It is supported by the Ford Foundation, the Citigroup Foundation, the World Bank, the U.K. Global Opportunities Fund, Nokia and a range of local and international organizations.

- Provide strategic advice, guidance and support for current management team
- Serve as editor for LEAP's 3<sup>rd</sup> book titled: "Building a Culture of Ethics: A practical guide for leaders in Africa."
- Represent LEAP at selected international conferences

May 2002-Jan. 2008 *Founder/C.E.O*

- Worked with six board members and sixteen employees to design, implement and measure the results of LEAP's programmes.
- Managed LEAP's relationships with local and international partners including the International Youth Foundation, ALI (Aspen Institute's Africa Leadership Initiative), and the African Leadership Institute.
- Raised funds, manage the organization's operating budget, established an endowment, and purchased a building for the organization.
- Conducted training programmes for youth, social entrepreneurs, the public sector and business owners in Nigeria and across Africa.
- Published books, training manuals and workbooks on leadership, ethics, governance and management for entrepreneurs and managers, tailored to the African context.

Jan 2002 – Present **African Alliance for Capital Expansion (AACE) Inc.** **LAGOS, DAKAR, MONROVIA**  
*Founder/Managing Partner*

AACE is a consulting firm which provides Africa-focused start-up support and advisory services for companies and international development agencies. Projects undertaken by the managing partners of AACE include the following:

#### **Strategy and Policy Formulation**

**Technoserve/Humanity United**

**MONROVIA, LIBERIA**

Team leader for Investment Opportunities Study focused on identifying, analyzing and prioritizing high-potential short to medium-term private sector-led opportunities to jump-start employment generating economic growth in

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Liberia. We work with the team to screen through 42 industry sectors and to identify 2-5 business opportunities and develop business plans for international social investors.

**Oxfam International**

**DAKAR, SENEGAL**

Conducted a comprehensive study on the challenges facing West African agriculture for Oxfam International to inform its Agricultural campaign for West Africa from 2008- 2015. Proposed frameworks for determining strategic priorities. Special interest countries included Nigeria and Burkina Faso.

**The International Finance Corporation**

**KIGALI, RWANDA**

Developed a business plan for CAPMER, an enterprise development organization established by the Rwandan government and funded by the World Bank/IFC, focused on promoting entrepreneurship and wealth creation in Rwanda.

**Ministry of Education, Federal Government of Nigeria**

**ABUJA, NIGERIA**

- Designed and implemented an E-based educational tracking instrument for the products of the educational system - www.edtap.org to determine the backgrounds, challenges and needs of Nigerian youth.
- Developed strategies for providing credible alternatives to a university education and career placement support for the products of the educational system.
- Developed a preliminary National Education Strategy for Children with Special Needs.

**The World Bank Group**

**WASHINGTON DC**

Assisted the Executive Director for Francophone Africa in developing a strategic plan for the creation of an advisory council, that would inform and influence the World Bank's agenda for Africa.

**Start-Up Support**

**University Cheikh Anta Diop of Dakar (UCAD)**

**DAKAR, SENEGAL**

UCAD is one of Africa's oldest and most dynamic universities, catering to over 60,000 students annually. Consulting engagement is focused on developing a business plan and governance strategy for the UCAD Foundation, to support the growth and development of UCAD. Will also recruit senior employees for the foundation and provide capacity building support.

**The African Center for Economic Transformation (ACET)**

**ACCRA, GHANA**

ACET is an international nonprofit which is committed to promoting high-quality policy analysis and advisory services and assisting African governments and other stakeholders to prepare a vision for long-term sustained growth and transformation of African economies.

- Key responsibilities included: developing the framework for constituting and interfacing with the Board of Directors, developing and launching the branding and media strategy, hiring key employees, and instituting systems and structures for the organization.

**DFID & the Ford Foundation**

**LAGOS, NIGERIA**

Responsible for the establishment of a new nonprofit entity – **Enhancing Financial Innovation & Access (EFInA)**, an organization which conducts financial research, provides advocacy and manages an innovation grant to increase financial access for the large underserved population in Nigeria.

- Key responsibilities included: coordinating the incorporation process, recruiting the Board of Directors, CEO and the coordinator for the FINSCOPE Nigeria survey; and developing the budget for the launch.

**Harvard Business School's Making Markets Work**

**CAMBRIDGE, MA**

Managed the launch of a new executive education programme for the Harvard Business School titled – *Making Markets Work* which was designed to enhance the knowledge and skills of public and private sector leaders in Africa. Fostered partnerships with educational institutions in Ghana, Nigeria, Rwanda, South Africa & Uganda.

May 00-2001 **The FATE Foundation**

**LAGOS, NIGERIA**

*Pioneer Executive Director*

Responsible for the start-up of a non nonprofit organization based in Lagos Nigeria, which equips Nigerian youth with the skills, tools, networks and financing required for establishing successful businesses. Under leadership, FATE was selected as one of the winners of the 2002 World Bank Development Marketplace Competition

- Worked with 17-other board members and the FATE staff to design, implement and measure the results of FATE's three core programs and its seven ancillary services.
- Raised funds and managed the organization's operating budget.
- Coordinated publicity efforts for the FATE Foundation. Served as a speaker during over 30 local and national workshops and seminars.

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- Managed 13 full-time staff members, and interfaced with over 300 volunteers from the private sector who served as instructors, mentors and consultants for the Foundation.

Oct. 1999-May 00 **McKinsey & Company** **CHICAGO, IL**  
*Associate*

Served on consulting client service teams. Diagnosed problems, conducted analyses, developed conclusions, presented recommendations to senior client management and assisted management in the implementation process.

- Assisted one of the world's largest consumer goods companies in evaluating the potential revenue and cost synergies that could be generated from the acquisition of two multibillion dollar packaged goods companies.
- Worked with a large U.S. retailer to develop and implement a strategic plan for its photo finishing business.
- Assisted an umbrella organization in a depressed U.S. community with tracking the sources and uses of private and public funds. Developed strategies for better utilizing these funds to improve the lives of community residents, specifically in the area of workforce development.
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summer 1999 **The Ford Foundation** **LAGOS, NIGERIA**  
*Lead Consultant*

- Conducted a feasibility study for COWAN and FADU, Nigeria's largest microcredit institutions, which evaluated their ability to market the fabrics created by their members locally and internationally. Worked with the client team to develop a national and international marketing, operations and distribution strategy for a new business enterprise.

summer 1998 **The Center for Middle East Competitive Strategy** **THE WEST BANK**  
*Lead Consultant*

Consultant for non-governmental organization founded by Professor Michael Porter. Organization promotes economic development within and among the economies of Israel, Jordan, Egypt, and the West Bank.

- Conducted a transaction costs study that evaluated the major drivers of cost differentials between Palestinian businesses and their Israeli counterparts in the importation and exportation process. Generated recommendations for decreasing the transaction costs and improving the trade support offered by the private, public and NGO sectors. Overall proposal was reviewed by President Arafat and his senior ministers.
- Designed, administered and analyzed a training needs-assessment survey for 70 Palestinian businesses.

1995-1997 **McKinsey & Company** **CHICAGO, IL & JOHANNESBURG, SOUTH AFRICA**  
*Business Analyst*

- Assisted 25 of the most needy South African Police Service Stations in assessing their operations and in developing solutions for the prevention and reduction of crime. Achieved significant increases in conviction rates and reduction in crime rates among the most committed stations. Managed senior ranking police officers and provided training to over 300 police officers across South Africa.
- Developed pricing strategies for a beverage manufacturer's pack-sizes. Evaluated the role of price, distribution and in-store positioning in driving volume trends across the client's geographic regions.
- Supported client in the workers' compensation industry in identifying potential healthcare partners and negotiating partnerships for a new comprehensive product. Created a marketing plan for the pilot of the product.
- Developed strategy for attracting more high-caliber students to a major U.S. research university. Benchmarked and assessed the effectiveness of the College's career and placement services department, student housing and extracurricular activities, and proposed solutions to the gaps identified.

Summer 1994 **McKinsey & Company** **NEW YORK, NY**  
*Summer Business Analyst*

- Assisted a large pharmaceutical firm in rationalizing and improving the efficiency of its operations in the United States and Puerto Rico.

## Recent Publications

- Editor/Co-Author, Get on Board: A Practical Guide to Establishing & Sustaining High-Impact Boards of Directors, Farafina; 2007
- Lead Author, Defying the Odds: Case Studies of Nigerian Companies that have Survived Generations, LEAP Africa, 2006
- Author, Walking for God in the Marketplace, 2005
- Articles on leadership, management and ethics have been published in Under the Tree of Talking (Funded by the British Council), *Journal of Convergence*, *Farafina*, *Business Day*, the *Guardian* and *Business in Africa Magazine*; 2003-2007

## Awards

- Received a National Honor – Member of the Federal Republic – from the President of the Federal Republic of Nigeria on December 16<sup>th</sup>, 2004
- Selected as a Young Global Leader by the World Economic Forum, Davos; 2004
- Selected as a Global Leader of Tomorrow by the World Economic Forum, Davos; 2003
- Selected for Harvard Business School's Africa Business Club's Excellence Award, 2007
- Selected as Young Manager of the Year by THISDAY Newspapers (Nigeria's leading newspaper), 2005
- Recipient of awards from JCI, Rotary, Christ Church and a range of other nonprofit, faith-based and youth organizations in Nigeria

## Board Roles & Committees

- Founder/Director, NIA- nonprofit organization focused on female university students in Southeastern Nigeria
- Founder/Director, LEAP Africa
- Nigeria Chairperson, Africa Leadership Initiative
- Director, TAX ASSISTANCE, Chicago
- Director, Women Thrive, Washington DC
- Member of Committee for the University of Lagos' Entrepreneurship Programme; 2005
- Member of Governing Council for the University of Ibadan's Programme for Entrepreneurship and Innovation; 2006
- Facilitator, Policy Commission on Governance & Institutions, created by the Nigerian Economic Summit Group and the National Planning Commission; 2006-2008
- Director, the Aart of Life Foundation; 2005 - 2008
- Director, Chike Okoli Foundation; 2006 - 2008
- Director, FATE Foundation Nigeria, 2000 - 2005
- Member of the Presidential Committee on National Cultural Center in Abuja, 2005
- Member, International Leadership Association; 2004 - todate
- Advisor, Ministry of Youth Development – Committee on the Launch of the National Youth Agenda, 2005
- Member of the Technical Committee for the 2005 & 2006 Nigerian Economic Summits
- Member of the Small and Medium Sized Enterprise Subgroup for the 2001 Nigerian Economic Summit

## Conferences

- Speaker – Clinton Global Initiative University, 2008, New Orleans
- Speaker – Clinton Global Initiative, 2007, New York
- Speaker – African Green Revolution Conference, 2007, Oslo, Norway
- Speaker – 45<sup>th</sup> Commission for Social Development, United Nations, 2007; New York
- Speaker – Regional Summit of the World Economic Forum, 2004; Mozambique
- Speaker – Africa Business Leaders Forum, 2004 & 2006; South Africa; Ghana – 2007
- Speaker – Nigerian Economic Summit, 2005 & 2006
- Speaker – Leon Sullivan Summit, 2006
- Speaker – Malente Symposium on Youth Employment; 2004; Germany
- Speaker and trainer - Youth Employment Summit in Alexandria; Egypt, 2002
- Speaker - Women's Leadership in Philanthropy Panel at the Paving the Way Conference - Celebrating 125 years of Women at the University of Pennsylvania in November, 2001
- Have spoken at over 100 other conferences, workshops and seminars across Africa and in the International community

### **Training Programs Attended**

April 2008	HARVARD KENNEDY SCHOOL & THE FORUM OF YOUNG GLOBAL LEADERS <i>Global Leadership and Public Policy for the 21<sup>st</sup> Century</i>	CAMBRIDGE, MA
April 2006	THE DESMOND TUTU AFRICAN FELLOWS PROGRAMME	CAPE TOWN, SOUTH AFRICA
February 2006	THE INTERACTION LEADERSHIP PROGRAMME <i>Leadership, Development &amp; Culture convened by the British Council for African leaders</i>	NAIVASHA, KENYA
August 2004	THE ASPEN INSTITUTE <i>The Executive Seminar</i>	ASPEN, CO
April 2003	THE KENNEDY SCHOOL OF GOVERNMENT <i>The Art and Science of Leadership Development</i>	CAMBRIDGE, MA
July 2002	SEEP NETWORK TRAINING PROGRAM State of the Art in Business Development Services for Micro, Small and Medium Enterprises	WASHINGTON, DC

### **Personal**

- Citizen of the United States of America and the Federal Republic of Nigeria.
- Knowledge of French and fluent in Ibo (spoken in Eastern Nigeria).