

DEANNA L. SALPIETRA

E: dsalpietra@yahoo.com

EXPERIENCE

Monitoring & Evaluation Advisor

Contracted by: Coffey International

For: Pacific Readiness for Investment in Social Enterprise Program

South Pacific

August 2016 - Present

M&E Advisor for Pacific RISE, a new Facility funded by the Australian Government to develop a social impact investment market in the Pacific. Responsible for designing and implementing the Facility's M&E system. Also involved in the Facility's day to day operations, identifying investment opportunities in the South Pacific, and working with intermediaries and investors to identify and measure the social impact of investments.

Consultant

Contracted by: Caribou Digital

For: MasterCard Foundation Learning Partner in Next Generation Financial Services

Global

May 2016 – July 2016

Participated as M&E expert on a team working as MasterCard Foundation's Learning Partner for their Next Generation Financial Services (NGFS) portfolio. Work involved designing the Learning Partner strategy for Board Approval, which can broadly be described as MasterCard Foundation's internal Monitoring, Evaluation and Research strategy across its NGFS portfolio.

Results Measurement Consultant

Access to Finance Rwanda

Rwanda

May 2016

Worked with Access to Finance Rwanda to revise their program-level results measurement framework for 5 strategic areas. The work was done in line with the DCED Standards for Results Measurement and the IOM guidance from Financial Services Deepening Africa.

Consultant for Pre-Audit Review

Contracted by: Swiss Contact

For: Inclusive Markets Uganda Project

Uganda

Feb 2016

Carried out a review of the Inclusive Markets Uganda (IMU) Project MRM system in anticipation of a full DCED Audit. Helped the project to assess and improve its MRM system in order to comply with the DCED Standard.

Results Measurement Consultant

United Nations Capital Development Fund, **Mobile Money for the Poor Program (MM4P)**

Benin, Malawi, Senegal, Uganda, Zambia, Laos, Nepal

Dec 2014 – Mar 2016

Designed the results measurement framework for the MM4P program to measure the programs' impact on creating access to financial services for rural and underbanked individuals through the expansion of digital financial services.

- Refined the programs overall results framework and theory of change and used it to design country-specific results frameworks, including data collection plans.
- Developed framework to measure market development in the digital financial services sector.
- Created tools for results measurement at the country and project level.
- Developed training materials and trained MM4P program staff and consultants.

Impact Assessments

Impact Investment Shujog

Singapore

Inputs between Sept 2014 – Jan 2016

Managed implementation and ensured quality of Shujog impact assessments to measure the environmental and social impact of private enterprises (social enterprises) in South East Asia.

- Managed staff in conducting impact assessments, ensuring a high quality of analysis and production of high quality marketing collateral for enterprises to use for raising private capital.
- Created marketing strategy and marketed Shujog's services to private businesses and NGOs seeking to understand their development impact.
- Developed guidelines for conducting impact assessments including calculating the social return on investment for social enterprises seeking to raise private capital.

Consultant for Pre-Audit Review

Contracted by: Swiss Contact

For: Horti-Sempre Program

Mozambique

Jul 2015

Carried out a review of the Horti-Sempre Program (funded by SDC) in anticipation of a full DCED Audit, helping the project to assess and improve its MRM system in order to comply with the DCED Standard. Reviewed documentation and held staff interviews to identify the extent to which the program is meeting different elements of the Standard. Identified areas where the program's MRM system is particularly strong or weak and made recommendations to improve the system.

Results Measurement Tools Expert, M&E Short-term Consultancy

United Nations Development Program (UNDP), **Pacific Financial Inclusion Program (PFIP)**

Regional (Pacific)

Sept 2014 – Dec 2014

Provided technical support on new management and monitoring and evaluation tools for the program to use to manage partnerships with financial service providers in the Pacific.

- Designed the data management and measurement tools for capturing results under the Performance Based Agreements with private sector financial institutions.

Results Measurement and Communications Manager

Contracted by: Cardno Emerging Markets Australia

For: Market Development Facility

Fiji Islands (based), Timor-Leste, and Pakistan

Apr 2012 – May 2014

The AusAID (DFAT)-funded Facility operates in Fiji Islands, Timor-Leste, and Pakistan and invests with local businesses to develop innovative products and services that contribute to growth and contribute to poverty reduction by creating income and job opportunities. MDF partners and co-invests with the private sector to create an impact in economic development.

- Designed the Results Measurement system for measuring results and assessing poverty impacts of the Facility in line with the Donor Committee for Enterprise Development (DCED) Standards.
- Successfully managed the implementation of the system across three countries providing technical oversight on impact assessments, baselines and other research to over 20 staff members.
- Managed local teams in analyzing business plans and information, utilizing the information for making partnership and investment decisions with private enterprises.

- Produced all communications including country-level public relations, strategic communications, the Annual Aggregation of Results Report, and marketing materials geared towards the private sector.
- Member of the Core Leadership Team, contributing to the overall management and strategic direction of the Facility

Senior Development Specialist, Economic Growth Team

Cardno Emerging Markets USA

Washington, DC and Oxford, UK

Nov 2008 – Apr 2012

Successfully managed programs for donor and private clients throughout Africa and Asia in the areas of economic growth, private sector and financial sector development. Responsible for project management and new business development. Project Experience while based at Cardno Emerging Markets includes:

Value Girls Program; Kenya; Nike Foundation and USAID-Kenya

- Negotiated a MoU between Nike Foundation, Cardno and USAID-Kenya for implementation of the program.
- Revised the program's monitoring and evaluation system and designed new reporting functions for effective communication of impacts and results.

Namibia North American Destination Marketing Activity; Namibia; Millennium Challenge Account

- Planned and executed the first Namibia Tourism US Road-Show with participation of 15 Namibian Tour Operators, the Namibia Tourism Board, and the Minister of Environment and Tourism.
- Responsible for overall project management including financial management, monitoring and reporting and client relations.

Remittance and Payments Partnership (RPP); Bangladesh; DFID

- Oversaw a team of ten field consultants under three outputs to modernize the Bangladesh payment system and develop innovative remittance products through the Remittance and Payments Challenge Fund (RPCF).
- Redesigned the program log-frame and responsible for program reporting.
- Secured a 1.5 year contract extension worth an additional US\$1.3m.

Financial Education Fund (FEF); Sub-Saharan Africa; DFID

- Developed new tools for challenge fund management and financial cash-flow forecasting adopted by the client.
- Contributed to the design and revision of the program log-frame and managed all program reporting.

Research Coordinator

Knight Ridder Center for Excellence in Management

MIAMI, USA

Aug 2005 – Jun 2007

- Managed the Center's research portfolio and development programs, including research and development for grant and funding proposals, policy analysis and market research and investment climate reports for corporate clients.
- Managed the Small and Medium-size Enterprise Center of Excellence (SMECE or ICEP), a training program for Central American SMEs funded by USAID.
- Secured funding to establish the Global Energy Security Forum, an energy security group; and led a team to develop an entrepreneurship program for women in the Middle East.

EDUCATION **Professional Certificate, Innovation and Entrepreneurship**

Stanford University; California; Expected 2017

MSc Local Economic Development (LED), *Distinction*;

London School of Economics and Political Science; London, England; 2008

BA International Business, Minor Political Science, *Magna Cum Laude*;

Loyola University New Orleans; New Orleans, Louisiana; 2005

ACTIVITIES Business plan mentor for the *Network for Teaching Entrepreneurship* (2010-2011)

Business plan mentor for the *Prison Entrepreneurship Program* (2009)

LANGUAGES English: native

Spanish: advanced