

Magali Bongrand, MBA

DATE & PLACE OF BIRTH

July 7 1976, Carmaux, France

PROFILE

Started her consulting career as International Consultant specialized in the compilation of investment and economic reports on developing countries; Started and was the Managing Director of Africa Report and World Report Media. Extensive international work experience in over 30 countries. Through the experience of working and living in Africa, a critical knowledge and understanding of the opportunities of the continent was developed. Ultimately, her goal is to apply her entrepreneurial attitude and aptitudes to Africa's economical development.

SKILLS

- o Self-motivated, organized and efficient
- o Experienced in coordination of small to medium international projects
- o Creative problem solving: Ability to facilitate win-win solutions
- o Legal and financial expertise: Know how to work well with lawyers, accountants and auditors
- o Human resource management: promote commitment to team work toward common goals, initiative, accountability, skills development, and satisfaction.
- o Ability to learn new topics in order to become knowledgeable on new projects undertaken
- o Established and maintained influential international network
- o Effective negotiation skills focused on raising donations or promoting sponsorship concepts.

GRADUATE EDUCATION

09.2005 – 09.2006 **University of Amsterdam**

Master in Business Administration (MBA)
Electives: Entrepreneurship finance (VC/PE/Angel),
Emerging Markets finance, Corporate Governance

Thesis Topic: VC in Africa: where are the returns?

09.1997 – 06.1998 **Regional Technical College of Galway, Ireland**

Major: Irish National Diploma in Business Studies, obtained with Merit, Grade 2

09.1995 – 06.1997 **Universitaire Technologique en Techniques de Commercialisation**

Major: Diplôme Universitaire Technologique

PROFESSIONAL EXPERIENCE

Since 06.2001 **Independent Business Consultant**

- **Project management:** From June 2001 to December 2003, management of short term publication projects in several countries. The undertaking entailed research of the overall country profile, assessment of investment climate, interviews of Countries' President, Ministers and top CEOs, raise financial support, follow up on the report lay out as well as relations with the sponsors. From 2002, management of 5 international teams (15 people), training and assessing new consultants, assisting in starting projects, travel to projects to supervise, troubleshoot, and give on-the-job training, keep day to day contact with teams, review interview questions and strategies. In 2006, responsible for setting up Venture Capital vehicle and managing the day to day operations of the VC on behalf of the foundation.
- **Turnaround Management:** In 2004, restructured World TV Report, a company facing financial and organizational difficulties to restructure it and develop models to make it a profitable entity, Established modus operandis for each department (sales, after-sales, production, accounts, planning, office management, human resource), Structured the entity in a tax efficient model
- **Interim Management:** In 2004, acted as Managing Director for Africa Report Ltd, Black Ball Ltd, and World Report Media Ltd. Responsible for developing and reviewing business plans to ensure company's high growth pattern, Managed day to day operations (60 to 70 staff), Accountable for company's financial results, Financial control, set up and approval of budgets, Supervised hiring of staff, Ensured coordination and cooperation between departments and companies, Approved new markets and new products, negotiated a 1.6 million Euro Black Economic Empowerment merger for Africa Report with Biko Investments, sons of apartheid opposing Steve Biko.
- **Business Development Consulting:** Development of business models, Drafting of the business plan for Africa Report, World Media Report, Africa Interactive. Establishment of process and procedures, setting company ready to attract VC finance.

05.1999 – 05.2001 **Marketing Executive, Denso Europe BV**