

PAUL D. CHRISTENSEN

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Experience

2008-Present

KELLOGG SCHOOL OF MANAGEMENT

Chicago, IL

Senior Lecturer & Associate Director, IBMP, Northwestern University

- Faculty member in the Finance Department, teaching courses in microfinance, international business and Global Initiatives in Management (GIM).
- Help direct the International Business and Markets Program through international curriculum development, visiting scholars and executives, student club activities, and alumni outreach.

Experience

2003-2007

SHORECAP MANAGEMENT, LTD.

London, UK

President & COO, International investment management company

- Founder and manager of a \$28 million social private equity fund which invests in banks and microfinance institutions in emerging markets across Africa, Asia and Eastern Europe.
- Achieved a net fund return of 20% in 5 years with investments in Afghanistan, Armenia, Bangladesh, Belarus, Cambodia, The Gambia, India, Kenya, Mongolia, Nigeria, Pakistan, the Philippines, Tajikistan and Uganda.
- Reported directly to the Board and Shareholders comprised of the IFC, ABN AMRO Bank, the Asian Development Bank, and a half dozen other European and U.S. institutional investors.

2000-2003

SHOREBANK ENTERPRISE GROUP

Cleveland, OH

President & CEO, Non-profit economic development organization

- Directed the operations of a small business incubator, two revolving loan funds, and various business development programs with the goal of promoting entrepreneurship and economic growth in Cleveland's low-income communities. Supervised a staff of 16 people.
- Increased the organization's asset base from \$8.5 to \$12 million, and raised over \$5.5 million in new grant funding and Program Related Investments to support programs.

1996-2000

NEIGHBORHOOD PROGRESS, INC.

Cleveland, OH

Vice President, Non-profit community development organization

- Conceived of, designed and directed an innovative program to help cleanup and redevelop environmentally contaminated properties in low-income communities.
- Launched and managed a \$3 million home repair program involving private lending institutions, City officials, community organizations, contractors and construction supervisors.

1992-1996

McKINSEY AND COMPANY, INC.

Pittsburgh, PA

Engagement Manager, International management consulting firm

- Directed consulting engagements for senior executives from major U.S. corporations in the areas of operations effectiveness, corporate strategy, M&A, and environmental management.
- Led several banking teams to identify \$85 million in cost savings and revenue improvements in the areas of retail operations, bankcard processing and corporate audit. Helped redesign the operations of a processing center in Juarez, Mexico.

1987 - 1990

CORPORATE DECISIONS, INC.

Boston, MA

Associate, Management consulting firm specializing in growth strategies

- Designed and implemented an unprecedented blood monitoring and drug distribution system for a Swiss pharmaceutical company. Built U.S. sales of new mental health drug to \$100 million.
- Developed a sales and marketing strategy in East Asia for an international specialty chemical company. Led the client's market research and customer interview efforts.

Education

1990-1992

CORNELL UNIVERSITY, Masters of Business Administration

Ithaca, NY

- Graduated with Distinction (4.0 GPA)
- Full tuition scholarship and Albert Fried, Jr. Fellowship recipient for "academic excellence."

1983-1987

DARTMOUTH COLLEGE, B.A. Economics

Hanover, NH

- Phi Beta Kappa, Summa Cum Laude (3.8 GPA)
- Recipient of the Rockefeller Prize in Economics for the "best overall performance in major."