

**Jason Goldberg**

<b>Most recent positions held</b>	<ul style="list-style-type: none"> <li>• <b>Director: Edge Growth Enterprise Development and Investment Head for Vumela Social Venture Capital Fund</b></li> <li>• <b>C.O.O, the CIDA Investment Trust and CIDAlerning</b></li> <li>• <b>Manager, Strategy, TACA International Airlines</b></li> <li>• <b>Strategy consultant – Bain &amp; Company (Johannesburg and C.America)</b></li> </ul>
<b>Academic Qualifications and business diplomas and courses</b>	<ul style="list-style-type: none"> <li>• BSc.Eng (Elec) - University of Cape Town, Cum Laude, Top of Class</li> <li>• B.Phil (Sustainable Development) - University of Stellenbosch, Cum Laude</li> <li>• SAVCA Advanced Venture Capital Course – SAVCA, Jhb, South Africa</li> <li>• Advanced Finance course, Dean of Insead Business School, London</li> <li>• Business Analyst Training, Bain &amp; Company, Switzerland</li> <li>• Advanced Business Analyst Training - Bain &amp; Company, London</li> <li>• Management - American Institute of Management, USA</li> <li>• Advanced Facilitation - Langevin Training USA</li> <li>• BEE Master Class - Ownership Solutions, SA</li> <li>• Business Linkages global best practice, IFC, Johannesburg</li> <li>• Leadership – TACA Strategy VP, El Salvador</li> <li>• Self management - TACA Strategy VP, El Salvador</li> </ul>
<b>Private equity</b>	<ul style="list-style-type: none"> <li>• 2 years as Investment Head for Vumela Social Venture Capital Fund (partnership with First National Bank - R86m fund focused on R2m – R15m equity transactions in high social impact small businesses)-</li> <li>• 2 years as C.O.O of CIDA Investment Trust, a BEE investment business</li> <li>• 2 years with Bain &amp; Co, the world’s leading Private Equity advisory firm (advise on ~50% of all global PE deals &gt;\$500m)</li> <li>• Developed and delivered training on Strategic Due Diligence for the AfriCap private equity fund</li> </ul>
<b>Operations</b>	<ul style="list-style-type: none"> <li>• Project managed the replacement of entire I.T backbone of an International airline (9 individual systems spanning entire core of airline operations, from revenue management to passenger services), without halting airline ops</li> <li>• 3 week project to reduce spare parts inventory by re-engineering parts repair process</li> <li>• 5 month project improving inventory management efficiency for Int’l airline</li> <li>• Developed training for process re-engineering for R25M training firm</li> </ul>
<b>Strategy, management and business planning</b>	<ul style="list-style-type: none"> <li>• 2 years of consulting on various strategy projects for top 3 global consulting firm Bain &amp; Company, across various industries and sectors, including:</li> <li>• 2 Years as a senior member of a the strategy team for an international airline</li> <li>• 6 months supporting the growth of a \$20M airline maintenance business</li> <li>• Designed and implemented Accelerated SME Growth Framework</li> <li>• Developed Enterprise Development strategy for world’s largest mines</li> </ul>
<b>Project Mgmt and change management</b>	<ul style="list-style-type: none"> <li>• Project managed a 10 month process to replace the entire I.T backbone of an International airline (9 individual systems spanning entire core of airline operations), without halting airline operations. Established and ran Program Office which managed 12 Project Managers (mid- to senior managers) and ~70 dedicated implementation team members</li> </ul>
<b>Sales &amp; Marketing</b>	<ul style="list-style-type: none"> <li>• Spent 4 months supporting the development of the sales strategy for a \$20M airline maintenance business, including negotiating joint ventures with established market leaders, and developing a stand-alone strategy</li> </ul>

<b>Legal</b>	<ul style="list-style-type: none"> <li>• Deep experience in procurement contracting and joint venture contracting</li> <li>• 2 years as C.O.O of a BEE Trust in South Africa, negotiating and developing several Shareholders Agreements for the structuring of BEE equity transactions</li> </ul>
<b>Org &amp; Teams</b>	<ul style="list-style-type: none"> <li>• Supported team restructuring for a R25M training business</li> </ul>
<b>Product design</b>	<ul style="list-style-type: none"> <li>• Core team member redesigning core value proposition for leading SA training business</li> <li>• Designed Accelerated SME Growth Framework product for Private Equity firm investing exclusively in SME's in Africa</li> </ul>
<b>Finance</b>	<ul style="list-style-type: none"> <li>• Several finance and financial analysis training courses;</li> <li>• Developed financial and Strategic Value Analysis models for several businesses</li> <li>• Developed management accounting and reporting tools for R25M training business</li> </ul>
<b>Training</b>	<ul style="list-style-type: none"> <li>• Developed training courses for: Project Management; Business analysis; Junior Management; Strategy development; Business Planning;</li> <li>• Conducted tens of training workshops as a Management Master Class trainer, including business analysis, management, business strategy, and proj. mgmt</li> <li>• C.O.O for one of SA's leading management training companies for 2 years</li> </ul>
<b>SME Management</b>	<ul style="list-style-type: none"> <li>• 2 years as C.O.O. of one of SA's leading training businesses (R25M business)</li> <li>• 2 years as C.O.O of CIDA Investment Trust, a BEE investment business</li> <li>• Developed and delivered training on "Spotting solid performers" to SAIBL, the USAID's South African black business development programme</li> </ul>
<b>Enterprise Development</b>	<ul style="list-style-type: none"> <li>• Advised numerous large corporate companies in multiple sectors on their ED Strategy including Xstrata, Sasol, BHP Billiton, FNB, Optimum Coal</li> <li>• Developed the ED strategy and organisation for BHP Billiton, one of the largest mining companies in the world.</li> <li>• Key Note speaker at 5 of South Africa's ED Conferences, where edge's methodology was recognised and acclaimed for being uniquely powerful in unlocking growth in SMEs.</li> <li>• Invited to be a Panel Speaker at the Second International Business Forum on Financing for Development in Doha, November 2008</li> <li>• Invited to attend United Nations Follow-up International Conference on Financing</li> </ul>