

CURRICULUM VITAE



1. **Name** : **Jasmin Josefa P. G. Agbon**
2. **Date of Birth** : 06 January 1960
3. **Nationality** : Filipino
4. **Education** :
Senior Bank Management Course, Asian Institute of Management (AIM), Makati City, Sept. 1997
MBA (units only), Ateneo de Manila University, Makati City, 1983-1984
BS Management Engineering (*magna cum laude*), Ateneo de Davao University, Davao City, 1980
5. **Membership of Professional Societies** :
Financial Executives Institute of Cagayan de Oro, Inc. (FINEX –CDO)
Regional Development Council (RDC) of Region 10
Promote Cagayan de Oro Foundation, Inc.

6. **Key Qualifications:**

A development consultant: (a) with strong experience in working with business support organizations (BSOs) like producer associations, trade groups and chambers of commerce through technical assistance on organizational development, capability building, planning and implementation of industry/organizational plans, sustainability and revenue generation, policy advocacy, financial management, and events organizing; (b) with direct experience in enterprise development and technical advisory services which include investment promotion and facilitation, enterprise development, market development, training and technology upgrading, policy support, project development, information management, networking, and capability building; (c) providing technical assistance on industry development, specifically on developing markets, providing access to better production and post-harvest technologies, increasing awareness on good agricultural practices (GAP) and food safety standards, promoting industry clustering strategy, and introducing other improvements in the supply chain for Mindanao's vegetable industry.

A professional with: (a) solid background in banking and finance, having worked with a development bank, a commercial bank, a development finance institute, and a venture capital company. Work experience in banking and finance encompass a wide range which include financial analysis and packaging, business development, marketing, credit, account management, treasury management, financial intermediation and advisory, trade financing, and human resources management; (b) extensive network with private business sector groups, international donor agencies, non-government organizations, academic institutions, and government agencies both in the regional and national levels; (c) outstanding academic performance from a reputable university, and possessing good communication skills needed to express ideas, impart knowledge/skills, and receive/process information.

A results-oriented professional capable of working individually or within teams, possessing positive work attitude and values such as integrity, hardwork, commitment, fortitude, service excellence orientation, and openness to continually improve oneself.

7. Work Experience

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September 2002 – Present, Area Manager for Northern Mindanao and Senior BSO/TCEP Specialist, USAID-funded Growth with Equity in Mindanao 2 (GEM2) Program, The Louis Berger Group, Inc. The Louis Berger Group (LBG) is a multi-disciplinary consulting group operating worldwide. LBG is the general consultant of the GEM2 Program, which is funded by the United States Agency for International Development (USAID).

As Area Manager for Northern Mindanao (which covers Cagayan de Oro City, Iligan City, Gingoog City, Bukidnon, Misamis Oriental, Misamis Occidental, Camiguin and Lanao del Norte) – directly responsible for identifying beneficiaries and corresponding types of interventions, conceptualizing, implementing, providing technical assistance, monitoring, and documentation of the projects within the mandate of the GEM2 Program, and for personnel administration, overall office management, and proper utilization of non-expendable properties deployed in the area office.

As Senior BSO Specialist – provides advice on the development of business support organizations (BSOs), which include producer associations, trade organizations, and chambers of commerce; assists and works closely with the Northern Mindanao Vegetable Producers' Association, Inc. (NorminVeggies); Vegetable Industry Council of Southern Mindanao, Inc. (VICSMIn); Philippine Vegetable Industry Development Board, Inc. (PVIDB); Chamber of Agriculture, Fisheries and Food Industries of Northern Mindanao (CAFFINORMIN); Food Processors Association of Northern Mindanao (FOPANORMIN); Northern Mindanao Shippers' Association (NORMINSA); Mindanao Federation of Shipping Associations (MINFESA); Cagayan de Oro Chamber of Commerce and Industry Foundation, Inc. (Oro Chamber); Promote Cagayan de Oro Foundation; PhilExport-10; and, recently, the convenor group of the Mindanao ICT Industry Group; provides a package of assistance to BSOs including: (a) organizational development and capability building; (b) identification of key industry players that will become members of the associations; (c) support in the preparation and implementation of strategic, business, financial and work plans; (d) identification, linkage, and development of markets of their products; (e) industry development, including technology transfer; (f) networking with other industry players and support agencies; (g) support on policy advocacy; (h) events organizing/management; and (i) advisory on sustainability and revenue generation.

As Senior Targeted Commodity Expansion Program (TCEP) Specialist – responsible for developing markets, providing access to better technologies such as cold chain technologies, increasing awareness on good agricultural practices (GAP) and food safety standards, promoting industry clustering, and introducing other improvements in the supply chain for the Mindanao vegetable industry. The objective is to help bring about the widespread expansion of production and marketing of a number of high value commodities that offer exceptional potentials for increasing the incomes of a large number of farmers.

Networking and close collaboration with government regional agencies, local government units, private non-government organizations, the Mindanao Business Council (MBC), the Regional Development Council of Region 10 (RDC-10), the Cold Chain Association of the Philippines (CCAP), the University of the Philippines in Mindanao, and the Mindanao Economic Development Council (MEDCO) are integral to my job.

October 1999 - August 2002, Area Head - Greater Northern Corridor, USAID-funded Growth with Equity in

Mindanao (GEM) Program, The Louis Berger Group, Inc. LBG Philippines was the general consultant of the USAID-funded GEM Program. I was responsible for identifying beneficiaries and corresponding types of intervention, seeing through the implementation, monitoring and documentation of the relevant projects through a package of assistance which includes investment promotion and facilitation, enterprise development, market development, training and technology transfer, policy support and advocacy, institutional capability building, producers and business support organizations development, information management, and project development. I assisted the following BSOs in an intensive manner: Northern Mindanao Peanut Industry Association, Inc. (NMPPIA), Northern Mindanao Vegetable Producers' Association, Inc. (NorminVeggies), and the CAFFINORMIN; and supported policy advocacy and events-based initiatives for the NORMINSA, the Oro Chamber, the Iligan City Chamber of Commerce and Industry (Iligan Chamber), the Promote Cagayan de Oro Foundation, and the Cagayan de Oro Hotels and Restaurant Association (COHARA). I was also in-charge of personnel administration, overall office management, and proper utilization of non-expendable properties deployed in the area office.

March 1991 - September 1999, Vice President, Mindanao Development Bank (MDB), Cagayan de Oro City, Philippines. The MDB is a development bank with head office in Cagayan de Oro City. It started as a one-branch bank in 1982 and grew into a 23-branch bank catering to the small and medium enterprises as of 1999. The bank received technical assistance from the Netherlands Development Finance Company (FMO) and Germany's Sparkasse Kassel and Sparkasse Essen. MDB implemented a savings mobilization project through the GTZ. I handled various senior management positions in the areas of account management, branch banking, treasury, investment banking and human resources management, was a member of key committees (i.e., management, credit, assets & liabilities, and credit policies & procedures committees) that recommended bank policies and procedures as well as implemented directives of the bank's Board of Directors. Networking with local leaders and key players in the areas where MDB had branches was required of my job.

March 1991 - October 1999, Investment Committee Member (August 1993 to Oct 1999) and **Program Director** (March 1991 to August 1993), Resource Innovation for Small/Medium Enterprises Foundation, Inc. (RISE Foundation), Cagayan de Oro City, Philippines. RISE Foundation is a venture capital firm funded by Netherlands Development Finance Company (FMO) through MDB to assist non-bankable but viable micro, small and medium enterprises in the Philippine countryside by way of equity investments and financial advisory services. As Investment Committee Member, I reviewed investment proposals for approval. As Program Director, I was in-charge of business development, policy recommendations, management of the investment portfolio, networking and general office/administrative management.

May 1988 - February 1991, Relationship Manager, Institutional Banking Group and **Credit Committee Member**, Citytrust Banking Corporation (now merged with the Bank of the Philippine Islands), Makati City, Philippines. CityTrust was a commercial bank and, as a subsidiary of Citibank, followed the credit and operations policies and procedures of Citibank. It was known for its innovative products and customer-oriented services. Its Institutional Banking Group catered to the Top 1000 corporations of the Philippines, providing them with the whole range of commercial banking products and services. As Relationship Manager, my key accounts included the Ayala Group of Companies, Procter & Gamble Philippines, Nestle Philippines, Del Monte Philippines, and Del Monte banana growers. As Credit Committee Member, I was one of the approving officers for credit facilities granted to the Bank's clients within the amounts delegated by the Bank's Board of Directors.

August 1980 - May 1988, Manager, Project Management Group (February 1987 - May 1988) / **Project Officer**, Special Projects Dept. (June 1984 - January 1987) / **Investment Analyst**, Investment Banking (August 1980 - June 1984), Private Development Corporation of the Philippines (PDCP), Makati City, Philippines. The PDCP

was the largest development finance institution in the Philippines and a leader in development financing in the Asia-Pacific. I initially did investment analyses for projects that needed financial intermediation and, later, managed accounts and handled special or remedial clients where PDCP had financial exposures.

8. CONTACT

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