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|  | **Jan Raats** |

# Summary of Qualifications

Jan Raats PhD, is a Senior Executive with more than 20 years of experience in program delivery with strategic thinking, innovation in management and HIV/AIDS and health technical experience. Most recently as Country Director for the United Nations Office for Project Services (UNOPS) in South Sudan, a $90 Million per annum portfolio, focusing on Food Security, through Infrastructure and Emergency Relief, with a staff compliment of 220.

His prior appointment, as Country Director with FHI360 Tanzania, a $35 Million USAID funded Health Portfolio, focused on making significant advances in program performance, compliance, and lowering the organization risk profile.

For four years he has served as Executive Director HIV for Tebelopele, where he was responsible for the implementation and strategic direction of Tebelopele VCT, the largest NGO in Botswana. He served as a Practicum Supervisor, Rollins School of Public Health, Emory University Atlanta, GA.

Before joining Tebelopele, he served as Cluster Manager for UNOPS in Afghanistan, Pakistan and Indonesia where he was responsible for the delivery of a $50 Million USAID funded portfolio, and projects in Sri Lanka, Sudan and Ache Province.

His six years of experience with the Pharmaceutical Industry and Health Sector in South Africa have focused on creating and designing strategic marketing programmes and business analysis particularly during the transition period in the public and private sectors from research medicines to the introduction of generics.

He has a specific interest in advancing integrated and sustainable solutions in programme delivery. A project he delivered on minimizing the HIV/AIDS and tuberculosis impact caused by high-risk construction workers in Botswana was selected for USAID’s best practice documentation

He has a Merit Award for Design from the University of the Witwatersrand, a PhD Business Strategy (University of Suffield), an MBA (University of South Africa) and a Bsc. (Eng) Electrical (University of the Witwatersrand). He speaks fluent English and beginners French.

**Education**

2004 PhD Business Strategy (University of Suffield) Thesis: “Rehabilitation Strategies in Post Conflict Countries – The Afghan Experience.”

1992 MBA (University of South Africa) Thesis: “An empirical investigation into the shortening of the Product Life Cycle of pharmaceutical products and the resultant impact on marketing strategy.”

1986 Bsc (Eng) Electrical (University of the Witwatersrand) Merits award for Design.

**Country Experience**

Afghanistan, Botswana. England, Indonesia, Italy, Jordan, Pakistan, South Africa, South Sudan, Tanzania, United Kingdom, United States of America

**Languages**

English (native), Afrikaans (basic), French (beginner)

**Professional Experience**

#### 2012 - Present Country Director, *United Nations Office for Project Services , South Sudan*

#### Delivery of a $90 million per annum program that makes a significant contribution to the building of the new state of South Sudan, with a strong focus on Food Security through Infrastructure and Emergency Response.

#### 2010 – 2011 Country Director, *FHI360, Tanzania*

Leadership and management oversight for all FHI360’s portfolio in Tanzania, which includes 8 projects with an annual budget of $35 million, and a staff compliment of 160.

Introducing a rigorous evaluation framework of the 90 implementing partners to enhance program effectiveness. Significantly increasing compliance, addressing all outstanding audit issues.

Ensuring that the Performance Appraisal process was completed, with peer reviews for staff awards. Introducing update policies for the CO, including a Gender Policy, while ensuring that local staff who show potential were advanced into senior positions with added responsibility.

#### 2009 – 2010 Project Director, *AFCEE MoD 100 Project, Kabul Afghanistan*

#### Responsible for all aspects of the project initiation phase of the USG funded $40 million MoD 100 project in Kabul Afghanistan. Including recruitment and vetting of staff with MoD, and the planning deliverables that includes Risk, Finance, Staff, Safety, Environment, Security, Capacity Building, Quality and Communications.

## 2006 – 2009 **Executive Director**, *Tebelopele VCT, Gaborone, Botswana.*

## Full responsibility for the project management and strategic direction of Tebelopele VCT, the largest NGO in Botswana, with a full time staff compliment of 215, of whom 178 are counsellors, in 42 service points across the country, augmented by 2500 Youth Volunteers. Funding grown from $3.4 million to $6.9 million with key partners including PEPFAR, Gates Foundation, Clinton Foundation, Global Fun and Government.

**Additional Experience**

# 2004 - 2006 Cluster Manager *United Nations Office for Project Services Afghanistan/Pakistan and Indonesia*

Management of the Vertical Structures Unit, for UNOPS with a USAID funded portfolio of some $50 million, with twenty two International Staff and 200 National Staff, in 8 locations throughout Afghanistan. Leader of the Infrastructure Cluster for the UN’s assessment of the earthquake in Pakistan. Assessment of Tsunami relief reconstruction efforts in Banda Ache and coordination with all UN agencies, NGO’s, local and central government.

# 2003 - 2004 Specialist Advisor, *UNDP, New York*

Responsible for contract negotiations and developing solutions for electricity capacity constraints in Iraq. The list of 27 contracts I was originally responsible for was extended to cover 65 contracts with a total value of $105 million

# 2000 - 2003 Key Account Executive, *Madison Advertising, Johannesburg, South Africa*

Account responsibilities for leading brands of Aventis Pharma, Novartis, Roche, Coloplast, Sanofi-Synthelabo and Bayer (Pet Care). Analysis of clients strategic business and marketing plans.

# 1999 - 2000 Head of Marketing and Distribution, *Health Advantage, Pretoria South Africa*

Prepared and implemented an e-commerce Strategic Marketing Plan. Launched and managed the Health Advantage Brand to investors, clients and sales team, achieving 60% market penetration.

# 1997 - 1999 Marketing and Business Development Director, *VuXaka, Pretoria South Africa*

Developed business plans for projects in Italy and the United Kingdom. Advisor to Chairman of the South African Parliamentary Portfolio Committee for Public Enterprises.

#### 1991 - 1997 Sales and Business Development Manager, *Eskom, South Africa*

Managed a Sales and Market research team of 7, achieving 423% above targets with, sales of $10 million. Sales Team awarded 1992 Managers Award. Selected to lead a delegation to Europe during 1992.

**Presentations**

Hood J; Raats J; et al. Frequency of HIV Testing among clients of a Maturing VCT Network in Botswana, CROI Boston February 2011

Raats J,et al. Assessment of ACTS in the VCT Setting, 3rd Access to Healthcare in Africa conference, Johannesburg, October 2010

Raats J et al. Incentives and Sustainable Development, 3rd Access to Healthcare in Africa conference, Johannesburg , October 2010

Raats J, et al Importance of when TB screening questions are asked on intake sheet in VCT, 41st Union World Conference on Lung Health, 11 – 15 November 2010, Berlin, Germany

WeeksK, RaatsJ TB workplace policy in a VCT setting 40th Union World Conference on Lung Health, Cancun, Mexico, 3 – 7 December 2009.

Letsholathebe N, RaatsJ, et al. Better Human Resource Allocation to Increase Counseling and Testing Coverage in Botswana. IAS, Cape Town, South Africa, July 2009.

Tiroyamodimo T; Raats, J; et al Mainstreaming HIV/AIDS Policy in Construction Projects: Dikgatlhong Dam, Global Health, Washington DC, June 2009

Weeks, K; Raats, J; et al. Tent and home-based testing, alternate models for scale-up of expanded CT services to increase male involvement, HIV Implementers, Namibia, June 2009

Raats J, et al Supporting Counselors with Better Stress Management, XVII IAS Mexico City, 2008

Weeks K, Raats J, et al. Introducing Handheld/PDA Technology to Monitor VCT in Botswana, XVII IAS Mexico City, 2008

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