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*** Key Qualifications:**

Mohamed Zakaria is an agricultural economist whose area of expertise covers a wide spectrum of socio-economic studies, institutional capacity building, and management issues academically and practically. He does have experience in the field of capacity building and training for more than 30 years with respect of TOT and training management programs. Mohamed did contribute effectively in setting the Agricultural Strategy for 2030. Zakaria is mainly a Researcher at the Agriculture Economics Research Institute, ARC, Ministry of Agriculture and Land Reclamation. Mohamed is currently working as a **Chief Director of Training, Egyptian Banking Institute EBI, Central Bank of Egypt for five years**. He is supervising all of the training activities in addition to the international cooperation and policy issues provided to the Egyptian Banks, universities, development organizations and other financial institutions. Moreover, Mohamed served as a Training Manager, Egypt Microenterprise Finance (EMF), USAID funded project for more than three years. Zakaria served also as a Project & Operational Manager for Foreign Trade Training Center, Ministry of Industry & Foreign Trade for more than two years. He had remarkable experiences in setting training strategies, plans and evaluation process. He had exclusive knowledge in all of the training cycle steps started from TNA, course design, implementation and evaluation process. He directed professional experts in preparing more than 40 training manuals in different disciplines in socio-economic and foreign trade issues. On the other hand, he contributed in various studies and assignments for international organizations such as the World Bank, USAID, GTZ, INP, EU, JICA, Arab Organization for Agricultural Development, FAO and The Netherland Embassy. He had participated in different USAID projects as training manager for Agricultural Exports and Rural Income Projects for more than two years. Mohamed had participated as a researcher in more than 40 research and socio-economic studies in different disciplines. He also contributed in more than 5 Mid-term Assessment Teams for USAID projects. Zakaria has professional experiences as a training specialist and economic analyst in project analysis, feasibility studies, management skills, effective communications, and conflict resolution as well as negotiation strategies. He served as a training director at the Center for Management Development (CMD) and The Egyptian International Center for Agriculture (EICA) for more than 10 years.

**** Education:**

Ph.D.	Agricultural Economics, Faculty of Agriculture, Cairo University.
M.Sc.	General Administration, University of Maryland, College Park, U.S.A.
Diploma	Survey Integration for Natural Resources Development, ITC, Enschede, The Netherlands.
Diploma	Management Sciences, Sadat Academy for Management Sciences, Cairo, Egypt.
B.Sc.	Agricultural Sciences, Faculty of Agricultural, Al-Azhar University.

*****Short Term Assignments (last ten years):**

- Feb. 2012:** (45 days) **Organizational Restructure and Training Needs Assessment for the Social Fund for Development.** Leading a team to provide a complete consultancy package to enhance the capability of SFD as well as discovering the required training for SFD staff and their development partners.
- July 2010:** (10 days) **Capacity building - Assuit Businessmen Association.** This assignment split into two parts. The first one was enhancing the capability of the board members toward good governance (workshop). The second part was conducting three workshops for the association staff toward effective communication with stakeholders, management functions and problem solving.
- March 2009:** (4 days) **Capacity building- (Small and Medium Enterprise Promotion Program, Fruit & Vegetable Processing- Component 2 FVP) - GTZ project:** An advanced workshop and technical assistance in writing proposals for the staff of Chamber of Food Industry (CFI). It addressed the up-to-date techniques for preparing good proposals, access to donors, setting objectives, design action plans, reports standards, and budgeting issue.
- Dec.2007-March2008:** (25 days) **Capacity building- (Small and Medium Enterprise Promotion Program, Fruit & Vegetable Processing- Component 2 FVP) - GTZ project:** It covered a capacity building program for the targeted group of Chamber of Food Industry (CFI), Horticultural Exports Improvement Association (HEIA), Egyptian Spices and Herbs Export Development Association (ESHEDA), and Food Technology Center (FTC).It aimed at enhancing the capability of the said organizations toward private sector development, integration of partners into the process; communication with stakeholders; and writing proposals. Such objectives achieved by three workshops: Project Proposal Writing in Business Membership Organizations, Capacity Development, and Member Relationship Management in Business Membership Organizations.
- June 2007 – April 2008:(30 days) Needs Assessment, Skills Development Project, EU:** This task was mainly designed to enhance the technical side of the private sector (industrial companies- agro-business) by discovering the technical and management gaps toward modern industry and consequently developing the Egyptian industrial sector.

June – July, 2006: (5 days) Training needs assessment, Desert Development Center (DDC-AUC), Netherlands Fellowship Program. The Desert Development Center (DDC) is a non-profit, applied research institution. The overall objective of the assignment was the identification of training needs followed by designing a training master plan and TA to raise DDC functions toward community development.

March – June 2002: (30 days) Assessment of Egypt's Agriculture Sector Competitiveness, USAID. It aimed at identifying the success and barriers of the mutual cooperation between Ministry of Agriculture and USAID in the last 25 years. It also raised a recommendation for the future cooperation between both bodies. The assignment covered interviews with governmental departments as well as private sector. More emphases were given to the role of the government and private sector in terms of coordination and execution of training and pilot projects to cause a booming in the agriculture sector.

May – July 2001: (25 days) A mid-term-assessment, ALEB-GTG/USAID. It aimed to evaluate the Agriculture-Led Export Business Project. Such project provided capacity building and technical assistance to the private sector to be more competitive in the international markets.

****** Experience & Long Term Assignments:**

Feb. 2010 – Present: Chief Director of Training, The Egyptian Banking Institute, Central Bank of Egypt (CBE). Such Institute is considered as the arm of CBE to provide non-financial services and knowledge management issues to the entire banks in Egypt. He is responsible for directing the entire Institute activities started from the strategic to operational point of views. He did have remarkable contribution in establishing a Unit for SME at EBI. Such unit has provided a complete package of knowledge management services to the banks as well as SME clients. More emphasis is given to the entrepreneurs during the last three years.

1997 – Feb. 2010: **Researcher & Assistant Researcher**, Agriculture Economics Research Institute. He had serviced as a researcher on economic studies, integrated rural development researches and small enterprise valuation. Mr. Mohamed had more than 20 research papers in the fields of: Agricultural competitiveness, integrated rural development, agricultural export development, agricultural policy, future prospects of poultry production in Egypt, Egyptian agriculture competition in the European markets, quantitative analysis of the environmental impact of agricultural products, and some other studies for gender, microfinance and agricultural community development.

Special Jobs during his Career:

- 2006 –2009 **Training Manager**, Egypt Microenterprise Finance (EMF), USAID funded project. EMF aims at providing capacity building services as well as consultations via training and technical assistances to the targeted groups from the National Microenterprise Finance Institutes MFI's. Mohamed was in charging of directing all of training activities and technical assistances for human resource development at the entire clients. Mr. Mohamed had conducted the required TNA as well as the design of the training master plan followed by the implementation process. Moreover, he was supervising all of the training activities and contributed in some of the training programs as a trainer for technical and management aspects.
- 2004 – 2006 **Communication & Training Manager**, Agricultural Exports & Rural Incomes (AERI/Chemonics - USAID). It is a project funded via USAID serving trade associations, nationwide, and small holder groups working in the field of horticulture and dairy production in Upper Egypt. Mohamed was leading a team responsible for conducting TNA and providing a very promising human resources development program to enhance the capability of the trade associations. Moreover, it was a part of his responsibility is to supervise all of the training activities starting from training needs assessment, course design, preparation, material development, implementation, and follow-up and evaluation,
- 2002 – 2004 **Project Manager & Training Director**, Foreign Trade Training Center, Ministry of Foreign Trade. This Center is a body of success cooperation between Egypt, Ministry of Industry & Foreign Trade, and Japan, JICA/JETRO, deals with enhancing the capabilities of human resource of the export sector by providing different training activities and technical consultations. Mr. Mohamed was responsible for the operational side with respect of administrative work as well as the technical side. He also supervised a team responsible for training needs assessments, course design and implementation as well as the evaluation process of various training activities in the fields of training of trainers, effective communications, problem solving, strategic planning, international marketing, management skills and export promotion services.
- 1995 – 1997 **Director**, Technical Office, Central Administration for Foreign Agricultural Relations Department. It covers technical and administrative arrangements concerning the mutual cooperation between Egypt and Foreign Countries including technical assistance and training activities in the agricultural sector. He traveled as a member of an official mission nominated by the Ministry of Agriculture to the Indian Ministry of Agriculture and the Afro-Asian Reconstruction Organization (AARRO). The main task was conducting different meetings with the policy and

decision-makers to get acquainted with the philosophy of the Indian agricultural development strategy, policy and running projects. The mission aimed at getting feedback from the Indian ex-participants in Egypt and the opportunity to apply the gaining Indian lessons to be modified and implemented in the Egyptian environment. In addition to discover the appropriate needs assessments for new tailored training programs.

1994 - 1995

Assistant Researcher, Agricultural Extension and Rural Development Research Institute, Ministry of Agriculture. It is a Research Institute working in the field of extension and rural development research activities. He concerned with the preparation of different research papers and finding the new needs assessments dealing with farmers and sustainable development in addition to discover new fields for generating income through small enterprises. Moreover, he planned organized and evaluated in-service training programs in the field of integrated rural development, communication skills and gender issues.

1982 - 1992

Director of Training Programs, the Egyptian International Center for Agriculture, Ministry of Agriculture. It is an International Training Institute provides training programs in the field of agriculture for participants from Africa, Asia and Latin America. His main responsibility was planning, organizing, implementing, supervising and evaluating international training programs mainly in the fields of project analysis, integrated rural development, poultry production, and rice cultivation techniques. He was a member of official evaluation missions nominated by the Ministries of Agriculture and Foreign Affairs to Pakistan, Thailand, Philippines, Indonesia and Malaysia for the following objectives:

- Evaluating the graduates of the ex-participants of the Egyptian International Center for Agriculture;
- Conducting needs assessments to be considered in the future training programs at the Center;
- Discovering the potentials and constraints of the agricultural development plan in the said mentioned countries; and
- Organizing meetings with the planners and policy makers to get acquainted with the new strategies and programs.

1980 - 1982

Assistant Coach, Center for Management Development. Management training center holds various training courses for the employees in the Ministry of Agriculture. He concerned with preparation, organization and implementation of different management training programs in training of trainers, problem solving, communication skills, decision making capabilities, delegation and planning for the middle managers in the Ministry of Agriculture.

Activities and Training Events:

Dr. Zakaria had participated effectively in more than 50 conferences, fairs, workshops, seminars, special tasks and training courses during his career. It was mainly conducted at Harvard University (Boston), USAID(Washington D.C.- Spain-Qatar- Germany-, France- China- The Philippines- Cambodia-Egypt) , JICA (Japan- Indonesia), FAO (Italy-Turkey-Egypt), The World Bank (Washington D.C.- Egypt), Arab Organization for Agricultural Development (Egypt- The Sudan- Tunisia-Qatar, Oman, Syria), The Netherlands (Enschede-Egypt), GTZ (Germany-Egypt), Institute of National Planning (Egypt),and Egyptian Banking Institute (USA, Syria, India, Luxembourg, Belgium, The Switzerland, England, Germany, UAE, Lebanon, Libya, Yamen, Lebanon) covered the fields of Financing MSME, SME access to finance, entrepreneurship, international best practices for banking sector, writing proposals, agro-industry, corporate governance, environmental economics, food security in the Arab Countries, human resource development, training of trainers, institutional capacity Building, project analysis, policy analysis, project management, management skills, effective communications, export Promotion, conflict resolution, and sustainable economic development programs during his career.

LANGUAGES:

Arabic	:	Native
English	:	Excellent.
French	:	Fair.