

CV DAVID DISCH

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SUMMARY: Impact-driven entrepreneur, co-founder and owner of Bidhaa Sasa. Deep understanding of rural energy markets in East Africa. More than 5 years work experience in international development. Managed donor projects and advised local and international enterprises before setting up one himself. Passionate about improving rural lives and creating access to energy for all. Bi-lingual German, English, and working knowledge of French.

RELEVANT WORK EXPERIENCE

Bidhaa Sasa Ltd

Co-founder and Director

Rural Kenya

Oct 2014 – present

Co-founder of a last-mile distribution and asset finance start-up in Western Kenya. Bidhaa Sasa makes modern household goods, such as solar lamps and systems, accessible in rural areas where they are needed most by offering end-user credit to purchase them and delivering them to the clients' doorstep through a direct sales model.

- Day-to-day management of all operational activities, including execution of the sales process, supervision and guidance of sales staff, recruiting, stock and logistics management, as well as handling of supplier relationships.
- Execution of Lean Start-up methodology of validated learning through constant customer feedback and impact evaluation. Designing and conducting experiments to test business model hypotheses to refine the services offered.
- Development of the idea, target area selection and incorporation of the enterprise in rural Kenya. Strategy development on product and credit choice, client engagement and sales methods, and all other company decisions.

GVEP International (Global Village Energy Partnership)

Country Manager, Rwanda

Kigali, Rwanda

May 2013 – Jan 2014

GVEP International is an international non-profit organisation supporting Energy SME's in Africa and Latin America.

Set-up a country office in Rwanda from scratch, including recruitment, training and day-to-day management of five full time staff, as well as management of government and donor relationships.

- Project management and budget oversight of five concurrent projects funded by the World Bank, the Swedish International Development Cooperation Agency (Sida), USAID, and the OPEC Fund for International Development (OFID), comprising an annual office budget of USD 1 million.
- Supported clean energy projects and enterprises with a total investment volume of USD 10+ million: several distributors of off-grid lighting products, hydropower projects, and development of micro-entrepreneurs in rural phone charging services.
- Development of successful funding applications, including detailed business and marketing plans for 8 local solar enterprises and hydropower developers, which together received USD 2.8 million in funding from the World Bank.

Sustainable Markets Adviser

Nairobi and London

Nov 2009 – May 2013

Consultant to provide the design, implementation arrangements and funding criteria on behalf of the World Bank for a USD 30 million multi-national programme to support energy enterprises in Kenya, Rwanda, Uganda and Tanzania.

- Oversight of the application process, external consultants and evaluation of grant applications to provide USD 1.1 million in working capital to distributors of solar lighting products in Kenya.
- Managed procurement and contracts of several external consultants to conduct feasibility studies for micro-hydropower projects and other research projects.
- Submitted proposals for donor-funding resulted in several successful applications worth USD 1 million to support GVEP's activities.

HIGHER EDUCATION AND RESEARCH

Sustainable Energy Finance Summer Academy, UNEP / Frankfurt School of Finance

Oct 2012

Research Analyst, London School of Economics and Political Sciences (LSE)

Aug 2009 – Nov 2009

MSc Environmental Technology (with distinction), Imperial College London

Oct 2007 – Nov 2008

Global Environmental Change and Policy: Science and impacts of climate change; environmental economics, international and European environmental policy and law.

Master's thesis published in Climate and Development Journal. Fieldwork in The Gambia in collaboration with an international NGO on community based adaptation measures and carbon finance.

BSc Environmental Sciences, Swiss Federal Institute of Technology (ETH) Zurich

Oct 2003 – Mar 2007

Atmosphere and Climate Sciences