

# FRANK VALDIVIA

## MANAGING PARTNER

NEXUS STRATEGY AND GROWTH PARTNERS LLC

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## BIOGRAPHY

I am a Managing Partner at NEXUS Strategy and Growth Partners and a global development leader with a passion for building the social, environmental and economic blocks to allow prosperity for vulnerable populations. I began my career working in school feeding programs in Asia feeding close to 1.2M children per day, where I learned about the challenges faced by school children and their families living in poverty. That experience ignited my passion for working in Global Development and building data and evidence-based processes and systems that link strategy to revenue and the impact of the organization. I rely on my passion and my top-tier global development and business education from Harvard, where I have taken graduate level classes, and from the university of Minnesota, where I got my MBA, to contribute to the prosperity of vulnerable populations now and in the future.

## PROFESSIONAL ACHIEVEMENTS

- Built data and evidence systems using digital tools integrated with corporate systems
- Built Impact and MEL functions receiving primarily USG funding
- Worked with vulnerable populations
- Connected with direct beneficiaries in 30+ countries in Latin America, Asia, Africa and Eastern Europe
- Connected Finance, Programs and MEL to strategy and Impact of organizations
- Set long-term goals and targets for international NGOs

## WHAT I DO

I am an inclusive leader and strong builder who enjoys working with cross-functional teams to build and improve processes and systems to connect strategy to data, evidence and impact. My focus is on the analytics needed to collect, monitor, report, learn and achieve the goals of the organization.

My expertise is working with finance, programs, marketing and leadership to project impact of the organization. I build scenarios and their ROIs, social ROIs, and IRRs to build the impact system that reports on efficiencies and goals achieved. I believe that data and analytics help the organization achieve and augment its impact. I am committed to constructing the right blocks and transforming the organization to be data and evidence driven.

## SKILLS AND EXPERTISE

- Five and Year Goal Projection and Strategy
- Data and Evidence Driven
- Integrating Financials with Programmatic & Impact
- Analytical and Quantitative
- Information System Thinking
- System and Database Oriented
- Monitoring, Evaluation, and Learning
- International Field Experience