

Jodi-Kaye A. Wade

Active Top-Secret Clearance

Landover, MD • 954-871-7896 • jodikayewade@gmail.com • [LinkedIn](#)

SUMMARY

Strategic and results-driven executive with over a decade of experience driving strategic program implementation, strategy development, financial management, and community-focused program expansion initiatives across emerging economies and traditionally underserved communities. Proven expertise in designing and managing economic development programs, optimizing multi-million-dollar budgets, and structuring high-impact strategic partnerships. Adept at leading cross-functional collaborative teams, negotiating complex contracts, securing funding, and leveraging data-driven insights to enhance operational efficiency and development impact. Track record of executing large-scale financial inclusion and community-driven development programs that lead to economic transformation. Excel at stakeholder engagement, risk management, relationship management, event planning, and developing sustainable, high-ROI solutions in dynamic international environments.

WORK EXPERIENCE

USAID | Liberia (October 2023 – Present)

Deputy Director, Economic Growth Office

Co-lead a 13-person office managing a \$20.2 million budget, directing evidence-based economic development initiatives, and engaging with the Government of Liberia, U.S. Embassy, donors, multilateral agencies, and private sector stakeholders to drive sustainable growth. Build leadership team, lead the hiring of new leaders, mentoring and grow internal leaders.

- Optimized financial management, ensuring alignment with development goals; advised senior leadership on expenditure oversight, identifying cost-saving opportunities that improved budget efficiency by 15%.
- Strengthened public-private partnerships by engaging U.S. investors and Liberian businesses, resulting in a 20% increase in private sector collaboration on infrastructure and agriculture programs
- Led high-impact stakeholder engagements, coordinating site visits for U.S. Congressional delegations, advocating for increased funding, and highlighting the economic impact of U.S. investments in Liberia.
- Enhanced team performance, implementing structured coaching and performance feedback that led to a 30% improvement in program execution and partner collaboration.
- Streamlined hiring and procurement processes, filling two critical vacancies and awarding three contracts that support national security-related economic development programs.

USAID | Nigeria (October 2017 – August 2022)

Private Sector Engagement Team Lead, Economic Growth and Environment Office

Led private sector engagement strategy across agriculture, health, energy, and humanitarian programs, negotiated strategic partnerships, and built and maintained strong relationships with corporate partners. Managed a portfolio exceeding \$100 million and drove financial inclusion initiatives that increased investment in key industries.

- Expanded access to clean energy, negotiating a \$36.1 million co-bond guarantee with InfraCredit, increasing reliable power access for thousands in Rivers State.
- Unlocked \$60 million in financing for agribusinesses and renewable energy firms, increasing access to capital for small businesses and expanding the number of households connected to cleaner electricity.
- Drove post-conflict economic recovery, brokering a partnership with Airtel to restore mobile connectivity for 700,000 people in conflict-affected areas of northeast Nigeria, enabling job creation and economic reintegration.

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- Negotiated USAID's first partnership with Kimberly-Clark, securing the donation of 40,000 Kotex sanitary pads to improve health outcomes and school attendance for 6,000 adolescent girls across 10 Nigerian states.
- Managed \$15.7 million agribusiness investment program, overseeing contracts and ensuring measurable impact, including increasing cross-border trade and access to financing for farmers.
- Negotiated a \$20.1 million in-kind partnership with Airtel Nigeria to support the HIV Program via text messages of their customers monthly for one year. This was to 40M subscribers.
- Finalized a strategic partnership with IHS Nigeria for \$142K to procure HIV test kit
- Secured \$500K from BUA Group to procure a Tuberculosis (TB) Screening Machine, renovate TB treatment centers, and for dignity kits for gender-based violence (GBV) survivors.

USAID | Washington, DC (January 2017 – July 2017)

Private Sector Outreach & Partnership Engagement Lead (Detail, Africa Bureau)

- Co-developed the U.S. Trade & Investment Strategy for Africa, leading consultative roundtables with multinational corporations and SMEs, directly influencing USAID's Trade Hub initiatives across the continent.
- Facilitated public-private partnerships, securing investments and trade linkages between U.S. and African businesses to drive sustainable economic development.

USAID | Washington, DC (October 2015 – October 2017)

Small Business Specialist, Office of Small & Disadvantaged Business Utilization (OSDBU)

- Secured \$90 million in small business contracts, driving economic opportunities for U.S. firms and enhancing competition in USAID's procurement process.
- Led the agency's first international small business conference in South Africa, engaging over 350 attendees and multiple federal agencies, increasing U.S. SME participation in Africa-focused development programs.

USAID | Washington, DC (November 2012 – October 2015)

Contract Specialist, Office of Acquisition & Assistance

- Negotiated over 70 new agreements and contracts, ensuring cost-effective program implementation and driving a 5-10% reduction in government costs through strategic pricing negotiations.
- Oversaw \$60 million in procurements, ensuring compliance with federal regulations and timely program execution.

EDUCATION

Florida A&M University, School of Business & Industry

- Master of Business Administration (MBA), Finance Concentration
- Bachelor of Science in Business Administration & Management

TECHNICAL SKILLS

Microsoft Office Suite, Google Suite Products, Financial Management & Budgeting, Investment Structuring & Financing, Market Analysis & Economic Development, Contract & Grant Management, Data Analysis & Business Intelligence, Stakeholder Engagement & Negotiation, Risk Management & Compliance, Project & Program Management, Procurement & Supply Chain Strategy, People Management, Collaborative Partnerships, Event Planning and Management, Relationship Management, Budget Planning, Business Development Operations, Workforce development, Strategy Development, Vendor and supplier Management, Change Management, Public / External Communication, Sustainability