



ADRIANA KARPINSKA

Program Management • Business Development • Strategic Leadership • Communications

✉ adriana.karpinska@gmail.com

☎ +66 6 1521 14 19

📍 Bangkok, Thailand

in www.linkedin.com/in/adrianka

Profile

With a decade of experience in international development and expertise in energy, climate and sustainable rural development, I design and implement impact-focused philanthropic initiatives across South and Southeast Asia. Notable achievements include leading the execution of 20+ rural solar energy projects, strategy and business development for grassroots social impact organisations, fundraising (\$5M in continuous annual funding), donor management & partnerships in conflict contexts and reporting and knowledge management through data-focused reports.

I seek to leverage my analytical skills, strategic insights and hands-on experience to build resilient societies, address climate change challenges and drive long-term positive socio-economic change for future generations.

Work Experience

BUSINESS DEVELOPMENT & SOCIAL IMPACT CONSULTANT

Independent, Bangkok, Thailand

Feb 25—ongoing

Increasing the impact of social and humanitarian initiatives through strategy development, partnership building, donor outreach and strategic communications.

COMMUNICATIONS & PARTNERSHIP ADVISOR

SoCha LLC, Yangon, Myanmar

Feb 24—Feb 25 (1 year)

Led all external communications to streamline information related to third-party monitoring (TPM) of humanitarian assistance.

Key achievements include:

- **Effective Communication Strategy Execution:** Developed and implemented the Year One Communication Strategy, contributing to project extension.
- **Technical Analysis and Programme Reporting:** Synthesized quantitative and qualitative TPM data from various sources into 40 narrative reports and visualizations, highlighting actionable recommendations for programmatic adjustments and decision-making.
- **Delivering Results:** Produced and presented TPM findings in monthly summary reports and quarterly presentations for the client and implementing partners.
- **Team Management:** Trained and managed three report writers, improving report delivery time by 30% to enable quicker decision-making.
- **Capacity Building:** Documented best practices on TPM reporting and trained 70 field enumerators, achieving a 100% improvement in TPM report quality.

PARTNERSHIPS & BUSINESS DEVELOPMENT MANAGER

Proximity Designs, Yangon, Myanmar

Sep 21—Jan 24 (2.5 years)

As a key member of the Donor Relations Team, I managed 15 donor relations and led external engagement with new philanthropic organisations to mobilize resources to tackle environmental & sustainable development challenges, such as climate change.

Key achievements include:

- **Fundraising and Donor Engagement:** Managed 15 key donor/funding relationships, providing regular updates, tailored donor reports, budgets, and strategic documents, resulting in securing \$5 million/year in funding for two consecutive years.
- **Business Development:** Identification, donor outreach and proposal development to secure \$250k in new funding for innovative pilot projects.
- **Technical MEL Leadership:** Expanded internal expertise in designing and implementing MEL frameworks to measure climate change impacts in agriculture, including managing external research projects to deliver technical reports and presentations and maintain a comprehensive knowledge repository.
- **Strategic Partnerships:** Developed strong networks with ten peer organizations to engage in monthly agriculture knowledge exchanges and collaborative initiatives.
- **Team Collaboration:** Worked with five diverse teams to measure, analyze, visualize, and report on the results of Proximity's work to donors & partners.
- **Research & Communications:** Managed four external research projects measuring the impact of regenerative agriculture practices on farmers' resilience to influence strategic decision-making and support learning, advocacy and donor outreach.
- **In-Country Team Management:** Ensured performance quality of the Donor Team by providing mentorship and coaching support to five team members.
- **Financial Support:** Led Donor Team budget planning and prepared financial reports for donor audits and grant renewals.

Education

MSc. with distinction

RENEWABLE ENERGY AND ENVIRONMENTAL MODELLING

University of Dundee, UK, Sep 13 – Oct 14

Masters cum laude

ECONOMIC DIPLOMACY

University of Economics, SVK, 09/10 – 08/12

Professional Achievements

COACHING TRAINING

International Coaching Federation

Dec 24—Dec 25

OXFORD IMPACT MEASUREMENT PROGRAMME

University of Oxford, Said Business School

Completed: Jun 23

PROJECT MANAGEMENT

Google/Coursera, Completed: Jun 23

WOMEN'S IMPACT ALLIANCE

Leadership Fellowship, Oct 21 – Jun 22

UNLEASH Innovation Lab for Sustainable Development Goals

Shenzhen, China, Nov 2019

Core Skills

Business Development: Fundraising, Market Research, Project Design, Grant Proposals

Partnership Management: Donor Engagement, Stakeholder Coordination, Networking, Advocacy

Programme Management: Monitoring & Impact Measurement, Data Analysis, Project Management, Communications & Reporting

Languages

ENGLISH, GERMAN – Fully Proficient

BURMESE, SPANISH – Intermediate

SLOVAK, CZECH – Native

Work Experience (cont.)

COMMUNITY ENGAGEMENT MANAGER

Yoma Micro Power, Yangon, Myanmar

May 2020 — April 2021 (1 year)

I led a 6-person team in engaging with 70+ rural communities to identify and prepare execution plans for 25 new solar mini-grid projects in rural villages, navigating the challenges posed by country-wide COVID-19 restrictions.

Key achievements include:

- **Team Management:** Led my team in dealing with customer-focused tasks, including regular check-ins on electricity service, payment collection, and 24-hour complaint management and resolution.
- **Performance Monitoring and Reporting:** Conducted daily KPI-related check-ins with the COO and prepared weekly reports for C-level leadership, shareholders, and the finance team to identify gaps in operations and improve revenue generation.
- **Field-Based Data Collection:** Collected essential data from over 70 prospective project locations to support technical teams in site selection and feasibility studies for planned off-grid solar PV projects.
- **Technical Innovations Management:** Coordinated with two business partners in smart meter and mobile money technology toward the successful launch of digital monitoring and fee collection, including setting up a system to resolve technical issues within 48 hours, ensuring 100% functionality of innovative tools, and enhancing customer satisfaction.
- **Coaching & Mentorship:** Guided team members in their personal and professional growth, which led to promotions and increased leadership responsibilities for three individuals.

ENERGY ACCESS ASSOCIATE

Smart Power Myanmar, Yangon, Myanmar

Apr 2018 — Mar 2020 (2 years)

I supported essential operations during a programme start-up and inception, including developing strategic documents and budgets, hiring and onboarding six pivotal team members, creating MEL frameworks and comms plans and establishing key relationships.

Key achievements include:

- **Relationship Management:** Cultivated networks and partnerships with over 20 key stakeholders in Myanmar's development sector, including The World Bank, Asian Development Bank, USAID, GIZ, the Myanmar Government, INGOs, and private companies.
- **Data and Evidence Generation:** Designed innovative MEL frameworks, including inclusive data collection approaches and analytical tools for program adaptation; drafted and reviewed four technical reports to position Smart Power within the regional energy network.
- **Private Sector Engagement:** Organized monthly network meetings with private energy companies to facilitate technical discussions, encourage knowledge sharing, and maintain collaborative relationships.
- **Communication Strategy and Plan:** Oversaw the development and implementation of a communication strategy by managing content creation and disseminating technical studies across various multimedia platforms.
- **Livelihood Interventions:** Assisted in identifying and piloting inclusive livelihood interventions that boost energy demand, encourage productive use of energy, foster rural business growth, and facilitate the transition to renewable energy in agriculture and food production.
- **Gender Equality and Inclusion Champion:** Initiated efforts to promote gender equality and diversity in the energy sector by creating a comprehensive gender-focused internal strategy and action plan approved by management.
- **Financial management:** Developed program budgets and supported the administration, management and audit of the community financing mechanism.
- **Operational Support/Chief-of-Staff:** Provided operational assistance to program management by overseeing external service providers, handling HR tasks, managing logistics, and fulfilling other necessary duties.

RENEWABLE ENERGY ADVISER

Pact Myanmar, Yangon, Myanmar

Oct 2016 — Mar 2018 (1.5 years)

I played a pivotal role in project design, proposal development, and stakeholder engagement to secure a \$5 million grant for a three-year energy access program (Smart Power Myanmar) from a philanthropic foundation.

Key achievements include:

- **Technical Analysis and Knowledge Development:** Prepared analytical briefings, technical research documents and market studies on Myanmar's energy sector development to build internal expertise.
- **Program Design & Monitoring:** Designed and implemented an energy access pilot initiative, monitoring its impact on economic opportunities in rural areas, with a focus on supporting women-led enterprises and access to finance, using the initial results as a proof of concept to design a new energy access program.
- **Enhanced Policy Engagement:** Facilitated Pact's inclusion into Myanmar's energy sector development network, strengthening collaboration with key policy-making institutions and Pact's influence in energy-related technical assistance and policy advisory.
- **Global Advocacy:** Advocated for energy access as a global priority within Pact's development work, establishing a track record of successful renewable energy initiatives across various country offices and representing Pact at regional conferences.

Consulting and Pro-Bono Assignments

- Coordination of the emergency response and liaison with the UN after the earthquake in Myanmar (Client: World Central Kitchen, Apr 25)
- Fundraising and Business Development for Myanmar Non-Profit Tech-Focused Client (Client: Undisclosed, Mar 25-ongoing)
- Responsible Investment Trade Activity — Solar Energy Awareness Report (Client: DAI/USAID, Dec 22-Mar 23)
- Monthly/Quarterly Power Sector Monitoring and Analysis (Client: Third Eye/The World Bank Group, Dec 21-Jun 22)
- Gender-Inclusive Guidelines for Village Electrification Committees and O&M of Mini-Grids (Client: GIZ, Oct 20-Apr 21)
- Market Research and Technical Proposal for Solar Irrigation Pumps in Myanmar (Client: Myanmar EcoSolutions, Sep-Dec 20)
- Design and Delivery of Community and Business Training on Energy Demand and Use of Electricity for Income Generation (Client: Mercy Corps/Energy Action Partners, Jun-Aug 20)
- Author of Chapters on Policy and Distributed Energy access for 2019 Asia and the Pacific Renewable Energy Status Report (Client: REN21, France, Apr-Nov 19)
- Global Entrepreneurship Week Coordinator: Executed a week-long event, coordinating 80 business partners for 56 events across Myanmar (Client: Building Markets/USAID, Myanmar, Aug 16-Jan 17)
- Independent research and best practices monitoring of off-grid renewable energy access and environmental initiatives empowering local organisations in remote areas (multiple stakeholders; collaboration with Hivos, Kopernik, Myanmar Naga Tourism Board, Myanmar Adventure Outfitters, Face of Indawgyi, Jan 16 — Jan 20).