

BRAD VANDERFORD

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EXPERIENCE

ALPHAMUNDI (*impact investment fund manager in Africa & LATAM; \$100M+ in 47 companies*)

Nairobi, Kenya

Investment Manager

08/2021 – 12/2023

- Managed & monitored portfolio of \$21M in equity, mezzanine and debt investments; Board observer for 5 portfolio companies
- Led \$1M senior secured venture debt investment in leading tech-enabled logistics company with embedded finance
- Co-led \$750k convertible debt investment in pan-African renewable energy company
- Facilitated follow-on equity participation in leading tech-enabled B2B e-commerce company's \$50M Series C
- Obtained IC approval for \$500k equity investment in renewable energy company alongside \$1M debt to equity swap

NOVATHARI (*impact investment & development advisory focused on entrepreneurship*)

Ghana, India, Kenya, USA, Colombia

Founder & Managing Director

11/2018 – Present

- Supported early launch efforts of Caribbean-based healthy food CPG brand in US & capital raising for Colombian fintech
- Conducted market research for top strategy consulting firms, supporting commercial due diligence for private equity transactions
- Provided investment advisory to Antler East Africa; invested \$300k in pre-seed equity in an e-commerce startup and two FinTechs; provided venture building support to founders during cohort & supported portfolio with fundraising, strategy & planning
- Created investment process & selected cohort for DFID's Kenya Catalytic Jobs Fund; deployed £700k in 7 companies; sourced 55% of investments; screened 270 firms, made down-select decisions, conducted due diligence, helped companies prep IC pitch
- Helped entrepreneurship support intermediary explore viability of lending business & design service for growth-stage SMEs
- Sourced & evaluated impact investments (direct & indirect) & built pipeline partnerships in India for US UHNW family foundation
- Advised INGO in establishing its first impact investing fund, focused on direct & indirect investments in agribusinesses in Ghana

OXFORD SEED FUND

Oxford, UK

Director of Portfolio (*Selected from 100+ to co-lead university's seed fund*)

09/2016 – 04/2017 & 04/2018 – 09/2018

- Invested ~\$160k in 6 seed-stage, high growth tech startups; managed portfolio & prepared quarterly updates
- Recruited & helped supervise a 10-person team, sourced & evaluated deal flow, performed DD, member of investment committee

SINAPIS CAPITAL & SINAPIS GROUP USA

Kenya, Ghana, Uganda, Brazil

Seed fund, accelerator & intermediary empowering entrepreneurs through training, consulting & access to capital

- Efforts helped catalyze \$24M in investment capital & ~2,500 new jobs & significantly contributed to growing organization from 22 entrepreneurs in 1 country to 1,096 in 4 countries, 30% CAGR in revenue, \$2M in grant funding & 266% improvement in KPIs

Director of International Expansion

04/2017 – 04/2018

- Advised food processor in successful \$4M growth capital raise through development of growth strategy, financial model, valuation using DCF & comparables, investor presentation, selection of target funds, prep for due diligence & negotiation advice
- Scaled organization to 3 countries (Ghana, Uganda & Brazil), directing all activities for successful market entries

Director of International Operations

04/2015 – 09/2016

- Assisted Executive Director in creating five-year strategic plan & accompanying presentation used to raise \$2M in grant funding
- Selected expansion targets & conducted feasibility analysis & business development in 4 cities & made entry recommendations
- Secured partnerships & transformed programs into replicable products & created systems & tools to enable scale-up

Product Development & Program Manager (*also continued to manage investment portfolio*)

09/2014 – 04/2015

- Designed & executed 6-month accelerator program for emerging market SMEs & directly managed 2 cohorts of 10 companies each
 - Supported agribusiness in \$2.6M raise through intros & support on strategy, projections & management presentation
 - Evaluated & selected early & growth-stage companies; identified & prioritized technical assistance needs; advised companies
 - Recruited & managed advisors & partners; helped entrepreneurs develop pitches, prepared deal book, created investor database
- Enhanced scalability/sustainability & drove 700% YOY earned revenue growth by creating 4-month mini-MBA & leading GTM

Entrepreneur Consultant (*Managed Sinapis Capital's investment portfolio*)

08/2013 – 09/2014

- Conducted site visits, supported CEOs on quarterly updates, led investor calls, developed fund operations, hired advisors
- Supported strategy, business development, quarterly milestone development & execution for all portfolio companies

FREELANCE CONSULTANT

Boston, USA

Selected Engagements:

01/2012 – 08/2013

- Developed & executed strategic marketing plan for fast-casual restaurant, driving revenue growth of 18% over 9 months
- Initiated partnership strategy & recruited first cohort of volunteers for social enterprise tech startup (an Echoing Green fellow)

UNITED STATES PEACE CORPS

San Juan Bautista, Paraguay

Economic Development Advisor

05/2009 – 08/2011

- Spearheaded Paraguay's first national youth entrepreneurship workshop & business plan competition; now a flagship program
- Served as internal management consultant for financial services & agricultural cooperative with \$25M in assets & 130 employees

EDUCATION & LANGUAGES

UNIVERSITY OF OXFORD, SAÏD BUSINESS SCHOOL

Oxford, UK

Master of Business Administration, Concentration in Finance

05/2019

- Pitched new VC fund to Oxford; Evaluated applicants for Skoll Venture Awards; 150 hour financial/valuation modeling program

UNIVERSITY OF SOUTH CAROLINA, DARLA MOORE SCHOOL OF BUSINESS

Columbia, USA

BS in Business Administration, Majors: International Business, Marketing, Management; Minor: Spanish; GPA: 4.0

05/2008

LANGUAGES: English (Native), Spanish (Fluent)