

# PATRICK JOHNSON

---

## **EXPERIENCE:**

### **Ziba Foods LLC (2015-present) - Afghanistan**

*Co-Founder and COO*

- Premium quality almonds and dried fruits sourced from Afghanistan, processed in a purpose-built facility in Kabul and sold to top-tier international retail and foodservice channels in the USA, Europe, Asia and the Middle East
- Responsible for all aspects of day-to-day business operations

### **EDGE Capital Partners LLC (2014-present) – Singapore and Dubai, UAE**

*President & CEO*

- Leader of three partners in a principal investments & advisory firm focused on food production, retail pharmaceuticals and other sectors in frontier and pre-frontier markets
- Active management of equity positions held under the EDGE portfolio
- Deal generation, financial modeling and analysis of investment opportunities

### **Cummins Inc. (2006-2014)**

*Business Development Director – Middle East Distribution, Dubai, UAE*

January 2013 – August 2014

- Established power generation sales & distribution presence in underserved territories including Afghanistan, Pakistan, Libya, Iraq, Yemen, and others, managing a team of 10 employees
- Worked with the Managing Director and Finance Director to develop the Middle East Strategy across all lines of business

*Strategic Alliance Manager, Columbus, IN, USA and Casablanca, Morocco*

September 2010 – December 2012

- Review, negotiation and execution of joint ventures and company acquisitions across Africa, the Middle East, and South America
- Development of financial modeling tools for use in JVs and Acquisitions, including financial statement projections, deterministic and stochastic (Monte Carlo) sensitivity analyses, Return on Investment scenarios, multi-method company valuations, etc.

*Channel Manager, EMEA, London, UK; Dubai, UAE; Columbus, IN, USA*

April 2006 – September 2010

- Management of the Annual Planning and Performance Scorecard processes for Europe, Middle East, Africa and CIS distributors

### **International Republican Institute – Liberia and Washington DC, USA**

*Logistics Coordinator / Election Observer*

October – November 2005

- Coordinated logistics for a 20-person international delegation sent to observe Liberia's first-ever democratic election
- Deployed to Lofa County as an official Election Observer to report on the voting process at remote polling locations before, during, and immediately following election day

### **United States Agency for International Development (USAID) – Washington DC, USA**

*Africa Bureau Intern, Development Planning*

June 2005 – July 2005

- Developed and implemented an online "toolkit" of best practices for field-based Program Officers to improve operational effectiveness

### **National Conference of State Legislatures – Washington DC, USA**

*Program Assistant/Grant writer*

Jan. 2004 – Oct. 2004

- Wrote and submitted a successful \$900,000 budget and grant proposal to the U.S. Department of State for a legislative strengthening project in North Africa and the Middle East

# PATRICK JOHNSON

+39 342 302 6623 • patrick@zibafoods.com

---

## **EXPERIENCE, cont.**

### **Woodrow Wilson International Center for Scholars** – Washington DC, USA

*Africa Research Assistant*

Sept. 2003 – May 2004

- Researched and consolidated statistical analyses of economic reform patterns and government commitment to reform in Sub-Saharan Africa

### **United States House of Representatives**, Office of U.S. Rep. Chris Chocola – Washington DC, USA

*Legislative Research Intern*

May 2003 – Sept. 2003

- Assisted the office of Congressman Chris Chocola with legislative matters and constituent relations during the 108<sup>th</sup> Congress

### **The United States Peace Corps** – Niger, West Africa

*Natural Resource Management Agent*

*Regional Leader*

Jan. 2000 – Oct. 2001

- Organized and led all aspects, including fundraising, budgetary and implementation, of a project to construct more than 25 drinking water and gardening wells for riverside villages, to provide an alternative to contaminated river water
- Participated in local-level microfinance initiatives for income generation among rural communities

## **EDUCATION:**

### **The George Washington University School of Business**, Washington DC, USA

MBA, With Honors, International Business, May 2005

- Beta Gamma Sigma Honor Society (95<sup>th</sup> percentile)
- Potomac Fellowship recipient; 2002-2004

### **The George Washington University Elliott School of International Affairs**, Washington DC, USA

MA, With Honors, International Affairs, May 2005

- International Economic Affairs
- African Politics

### **The University of Notre Dame**, Notre Dame, IN, USA

Bachelor of Arts, Philosophy, May 1999

- London Program study abroad, Spring 1998

## **QUALIFICATIONS:**

- Certified Six Sigma Green Belt (Cummins, 2012)

## **LANGUAGES SPOKEN:**

- English (Native)
- Italian (Intermediate)
- French (Intermediate)
- Djerma (Fluent)

## **INTERNATIONAL EXPERIENCE:**

- 20 years living and working in emerging and frontier markets across the Middle East, Central Asia, North and sub-Saharan Africa and Southeast Asia
- Experience working in high-security environments (Afghanistan, Pakistan, Iraq, Yemen, Libya, Nigeria, etc.)