

Curriculum vitae

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TYPE OF EXPERTISE: Business Development Professional (South Africa)

- (1) **Family name:** Lewis
 (2) **First names:** Beverley Ann
 (3) **Date of birth:** 26 February 1971
 (4) **Passport holder of:** South Africa
 Ireland



(5) **Education:**

Institution	Degree(s) or Diploma(s) obtained:
Milpark Business School, South Africa, (March 2009 – March 2012)	Master of Business Administration
Milpark Business School, South Africa, (1999 -2000)	Bachelor of Business Administration

(6) **Language skills:** Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
English	1	1	1

(7) **Other training:**

Year	Course	Duration
1991	Import Management NQF 6 (Wits Technikon, South Africa)	3 months
1989	Advanced Principles of Public Relations	1 year

(8) **Membership of professional bodies:**

- Garden Route Green Energy Forum, **George**
- Border-Kei Chamber of Business, **East London**
- Western Cape Chamber of Business, **Cape Town**
- Durban Chamber of Business, **Durban**

(9) **Key qualifications:**

Master's Degree in Business Administration (MBA) and an experienced Business Development Professional with a record of 17 years' experience in managing and developing assignments, relationships and marketing initiatives working for Innovation Norway's Foreign Office in South Africa.

Worked with Norad's Business Match Making Programme in South Africa which focused on identifying partners for Norwegian companies; arranged road shows and study tours in South Africa and Norway; managed and co-ordinating programmes and projects tailored for Norwegian businesses. Involved in sector development focused on Fintech, Renewable Energy and Water. Managed Innovation Norway's export programmes, market insight and business events. Project managed a Norwegian internship programme for students and identified workplaces for them.

Annually travelled to Norway to meet Norwegian companies and present at joint meetings and more recently in site visits for South African stakeholders to learn about key technologies in water and sludge management.

(10) Positions:

1990-1993 PA, Kuehne & Nagel, South Africa

Worked with the Sales Team and assisted with Import enquiries

1995-1996 Marketing Assistant, Golf Resorts Marketing, South Africa

Worked with the PR and media person to promote Dainfern Golf Estate to promote the lifestyle opportunities

1996 - 1999 PA, SAB Miller, South Africa

Worked for the Corporate Affairs Director and managed his office and annual conferences.

2000 - 2002 PA, IATA, South Africa

Worked for the Regional Director for South Africa & The Middle East

2002 – 2003 PA, Citigroup, South Africa

Worked for the Operations & Technology Head for Sub-Saharan Africa

2003 - 2004 Communications Consultant, Learning Strategies, South Africa

Co-ordinated activities and communication in the task team appointed by UNISA to assist in the merger of UNISA, the Technikon of South Africa and the incorporation of the Vista University.

2004 – 2020 Market Adviser, Innovation Norway (Commercial Section of the Norwegian Embassy)

Business Development Professional responsible for managing and developing assignments, relationships and marketing initiatives for Norwegian businesses working for Innovation Norway's Foreign Office in South Africa.

(11) Country working experience:

South Africa, Norway

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(11) Professional experience (selected):

Date from - to	Location	Company & reference person	Position	Description
2004 - 2015	South Africa	NORAD	Market Adviser	Successfully managed this project targeting Norwegian SMEs interested in exploring opportunities and partnerships in South Africa.
June – August 2006, 2007, 2008	South Africa	University of Oslo	Project Manager	Project managed the Grunderskolen Internship programme which was run for 15 Norwegian students during their summer vacation. The students attended a course on Entrepreneurship run by the Wits Business School. We found them work places at start up companies.
November 2009	South Africa	Official Delegation and hosting the Norwegian King and Queen	Market Adviser	Assisted in the arrangement of Business to Business seminars related to Norwegian interests with an overall participation of around 80 Norwegian companies.
August 2011	Norway	Department of Trade & Industry and Department of International Relations & Co-operation	Market Adviser	Arranging the B2B programme for the South African President who visited Norway to discuss bilateral co-operation.
November 2011	Norway South Africa	Rubrikk, Nortroll, PSWincom, One2Touch, Utel Systems, Wavetrain	Market Adviser	Co-ordinated the export programme for Norwegian companies involved in ICT and involve presenting opportunities in Norway and coordinating arrangements for Africa Com in Cape Town.
August 2014	Norway	Cambi, Alfa Laval, Isiflo, Filtralite, HIAS, Biowater, Aquateam, Norconsult, Salnes Filter & The Olso Municipality	Market Adviser	Water & Sludge Management Outbound Delegation to Norway involving municipalities and consulting engineers from South Africa to learn about the technology in Norway and visit sites to view implementation.
February 2015	South Africa	AKVA Group, Nofima, Akvaplan Niva, AquaGen, Optimar Stette, Skretting	Market Adviser	Formed part of the team to arrange an Aquaculture Workshop showcasing Norwegian competence to the South African aquaculture market.
May 2016	South Africa	Cambi, Isiflo, Scatec Solar, Rainpower & ICH	Market Adviser	Arranged a pavilion at African Utility Week to host the Norwegian group with the aim to profile Norwegian companies.
May 2016	South Africa	Nordic Companies	Market Adviser	Co-ordinated with Nordic colleagues to arrange a workshop in South Africa with the Nordic community to learn more about the B-BBEE codes which is a regulation required by companies wanting to operate in South Africa.
September 2016	South Africa Norway	Norwegian Seafood Exporters	Market Adviser	Conducted a knowledge transfer study financed by Innovation Norway on the seafood market in South Africa and key importers were interviewed. The findings were shared with the Norwegian Seafood Council and presented at the NCE Seafood Innovation Cluster (represents the seafood value chain in Norway).
March 2016	South Africa	Jotun, Viking Heat Engines, Windsim & ICH	Market Adviser	Arranged a business delegation from Norway to participate in Power & Electricity World Africa and in the Norwegian pavilion.

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Date from - to	Location	Company & reference person	Position	Description
February 2016	Norway	Advance Africa	Market Adviser	Co-ordinated a visit programme for a South African and Seychelles government representative to visit Norwegian companies involved in Aquaculture.
September 2016	South Africa	Science Week 2016	Market Adviser	Co-ordinated and moderated the Aquaculture Track in Science Week and arranged a site visit to Saldanha Bay.
May 2017	South Africa	Auka, Phonofile, Precise Prediction & Hagen, Berger & Ass, Noria Software & Huddlestock	Market Adviser	Co-ordinated the Global Growth or Export Programme together with Innovation Norway in London to identify market opportunities in the Fintech industry. This involved visits to South Africa and London.
September 2017	South Africa	Norwegian Energy Partners, Statoil, DNV-GL, Windsim, NB Solar, Scatec Solar, Viking Heat Engines, Nordpool Consulting, Norfund	Market Adviser	Participated in the Nordic task team and coordinated efforts for the Nordic Energy Days. Functioned as the moderator for the B2B pitching sessions to introduce Nordic companies to the attendees.
November 2018	Norway	Finance Innovation Cluster	Market Adviser	Participated in a Fintech Multi-station project involving South Africa, London, Canada, Singapore and Germany and presented to the Finance Innovation Cluster and Norwegian fintech companies in Bergen.
May 2019	South Africa	Windsim, Empower New Energy, DNV-GL & Scatec Solar	Market Adviser	Project managed the arrangements with the Nordics to run panel sessions showcasing Nordic competence at African Utility Week.
December 2019 to December 2020	Norway & South Africa	Cambi, HIAS, Inrigo, Cinderella Eco, Ocean Oasis, Pipelife Norge and Environor, Vannklyngen	Market Adviser	Three municipalities and one of South Africa's largest water utilities travelled to Norway to present opportunities at Oslo Innovation Week in November 2019. They visited sites to learn about Norwegian competence. The Norwegian group attended the Water Institute for Southern Africa's virtual event and presented their technologies.
November 2020	South Africa	Wakandi Group	Market Adviser	Partner search for a local fintech company interested in partnering opportunities. Also required assistance with regards licensing from the South African Reserve Bank.