

Contact

www.linkedin.com/in/prateeshp
(LinkedIn)

Top Skills

Investor Reporting
Investor Relations
Financial Structuring

Languages

Hindi (Native or Bilingual)
Dutch (Elementary)
English (Professional Working)
Malayalam (Native or Bilingual)
Kannada (Elementary)

Certifications

Blockchain and Bitcoin
Fundamentals
Mises Boot Camp

Honors-Awards

Vanguard Leaders for Tomorrow
Scholarship
University 7th rank holder

Prateesh Prasad

Management consultant with expertise in organisation development,
strategy planning and implementation
The Hague, South Holland, Netherlands

Summary

I have been engaged in the management consulting profession since April 2014 working with funders, mission-driven (development sector), profit-driven, and impact-driven (social enterprises) organisations on multi-year, intimate engagements, aimed at bringing harmony between strategy, execution and people aspects of the organisation, and ensure that these in turn align with the purpose, temperament and values of the organisation.

Experience

Aqua for All
Senior Impact Officer
January 2024 - Present (5 months)
The Hague, South Holland, Netherlands

As a member of the Impact and Knowledge team at Aqua for All, tasked with progressing the "Making Water Count 1" programme and establishing the impact system for "Making Water Count 2" across West and East Africa, the Horn of Africa, and South Asia. This initiative is funded by the Directorate-General for International Cooperation (DGIS) of the Dutch Ministry of Foreign Affairs, contributing towards furthering facilitating access to clean water and good sanitation for all (SDG 6). My core responsibilities include:

Impact Framework Development: Collaborating with programme managers and partners to develop measurable impact frameworks, ensuring these are aligned with the organisation's strategic aims and funding requirements, and overseeing Monitoring and Evaluation (M&E) framework approvals.

Impact Data Analysis and Reporting: Analysing data from various projects, preparing comprehensive reports and presentations, developing user-friendly dashboards for informed decision-making, and presenting insights to management and stakeholders.

Monitoring and Compliance: Overseeing reporting schedules, managing tracking systems for impact measurements, leading International Aid Transparency Initiative (IATI) reporting, and ensuring compliance with ISO procedures.

Strategic Initiatives and Knowledge Sharing: Driving strategic impact projects, creating guidance documents, conducting research and evaluations, and contributing to knowledge dissemination through courses, website content, and reports.

Tonomy Foundation

Fundraising Consultant

June 2023 - Present (1 year)

Amsterdam, North Holland, Netherlands

A non-profit foundation dedicated to developing open source solutions for digital identity using self-sovereign identity (SSI) technology which will make it easier for government agencies and commercial companies to securely and efficiently manage digital interactions and transactions.

I support the team in mobilising resources in line with the ethos, to ensure the organisation can continue to create open source technology tools empowering people and democracy.

Motherport News

Curator

December 2022 - Present (1 year 6 months)

Rotterdam, South Holland, Netherlands

Motherport News is an independent publication launched by a group of maritime enthusiasts delivering latest news, opportunities and developments in the shipping world.

I write, manage the blog and curate articles from fellow enthusiasts.

Social Synergy Deutschland e.V.

Advisor

December 2018 - Present (5 years 6 months)

Berlin, Germany

Social Synergy Deutschland (SSD) was established as an association in 2018, with a specific mission to collaborate with European and US donors, including family foundations, philanthropists, and donor agencies. The

organization's primary objective is to facilitate the growth of small and medium-sized non-profits in India through its sister concern, the Social Synergy Foundation (SSF). SSD's overarching goal is to enable these non-profits to achieve sustainability and make a more significant impact on their respective communities.

I support in the core activities of the organisation - fundraising, grant cycle management, and compliance

Sattva Consulting

Senior Consultant

April 2022 - July 2023 (1 year 4 months)

Mumbai, Maharashtra, India

Led delivery of Project Sampoorna (link included), driving the program management enabling all the stakeholders to achieve the collective goal for the whole child development of adolescents in Jharkhand

Co-created the approaches to create youth centric opportunities across public, private and civil society ecosystem so that youth can have greater agency on matters that affect their lives the most. This included, landscape study of skilling ecosystem in Jammu and Kashmir from perspective of youth and their aspirations.

Social Synergy Foundation

Consultant

July 2019 - April 2022 (2 years 10 months)

Mumbai, Maharashtra, India

- Strategic Advisory & Portfolio Management for 2 European donor agencies with a portfolio of 60+ nonprofits and social enterprises based in India. These are multi year engagements involving cause based scouting, screening and selection of suitable organization to fund and support; due diligence, evaluation of needs and support areas; allocation of funds; need based consulting support to the portfolio organizations on strategy and capability building; and impact evaluation of the financial and non financial support provided by the donors.

- Organization development and strengthening internal capabilities including project management, finance, and operations of the client organization. One such engagement was at a non-profit to take over a large-scale healthcare initiative (with over 23.7 million women and their children across 17 states of India and currently has 2.5 million active users) from the Government of

India. Another one was with a 25 year old non-profit working with women in Marathwada region, to help them with developing organization strategy and data management tool to document the journey of women and their impact. Apart from these I have worked with over 30 nonprofits working in the areas of maternal and child health, resilient rural development, early childhood and adolescent girls' education, livelihood creation, and natural resource management.

- Learning & people development of staffs at client organizations in the areas of business planning, information, communications technology systems and management, finance, operations and administration, and so on. So far, I have trained a cohort of 120+ staff members for the client.

- Information technology infrastructure of Social Synergy Foundation and Social Synergy Deutschland includes developing and maintaining respective website, ensuring email clients and other communications tools, bundle of office software are up and running and scouting solutions, vendors and managing relationship with them.

Castling Consulting

5 years 3 months

Consultant

April 2017 - June 2019 (2 years 3 months)

Bengaluru Area, India

#Assisted a Dubai based biopharma company in planning farm-to-formulation of medicinal plants with preliminary processing in the home countries and last stage processing and formulation in Dubai plant. This provided variety of strategic advantages including end-to-end integration and mitigation of downstream risks such as fluctuation in availability, price, and quality of raw materials, currency risks. Make-buy decisions were made with extensive analysis of available facilities for preliminary processing. Opportunities for collaboration with local Farmer Producer Organisations and cooperatives were also explored to gain commitment on the production and supply of raw materials.

#Business planning for a farming-as-a-service (FaaS) company to launch in South India. This involved extensive research on the marginal farmers to understand their cultivation patterns, needs of machinery, etc. to arrive at viable utilization and optimization of the capital expenditure.

#Conceptualized a blockchain solution for the agriculture sector to streamline the pre-harvest, harvest and post-harvest processes involving multiple stakeholders, managing end to end supply chain, payments, aimed at bringing transparency to the sector and democratizing margins based on the risk exposure of each participant.

#Assisted a Switzerland-based foundation with strategic consultation on selecting a new batch of Indian fellows for their flagship fellowship. Conducted extensive needs assessment for one of the selected fellows to identify organizational gaps and prioritizing needs to address the gaps over the period of the fellowship.

#Collaborated with a two decades old Indian NGO working with women in climate change affected communities, to help them revise their strategy by institutionalizing the core of their activities which will help them in deepening their quality of impact and achieve the intended scale of operations without excessive reliance on external funding.

Senior Business Analyst

April 2016 - March 2017 (1 year)

Bengaluru Area, India

#Helped an agri-management venture in multinational strategic planning with a focus on Africa and South Asia. Traveled to African countries to understand on ground realities of agriculture industry, support structure, and foreign investment policies to help them navigate through the complexities of engaging with the local farmers and setting up support system for them

#Assisted a UK based bioenergy conglomerate in business planning and financial modeling to initiate multiple projects (including bioethanol, biodiesel, nutraceuticals and biomass electricity) in Sub-Saharan Africa

#Supported an organization working towards ending sex trafficking by helping them document their process and develop training modules to scale their approach through existing not for profit organizations and government agencies.

#Extended support to transform an accounting professional into a finance professional so that he can take up greater responsibilities in the NGO he is working for.

#Assisted Switzerland-based foundation working towards empowering girls and women in emerging economies, by evaluating their second generation India fellows to assess the impact created by the foundation through their fellowship and learnings to improve the same for coming years.

Business Analyst

April 2015 - March 2016 (1 year)

Bengaluru Area, India

#Supported a Nasdaq Helsinki-listed Telecom IT company in entering MENA markets, by studying various multinational telecom players present in the countries and understanding their existing vendors and procurement policies of the telecom providers to craft go-to-market strategy. Also engaged with local system integrators to identify possible partnerships to aid our client's entry

#Developing organization process for an affordable early childhood and care venture to streamline multi-city operations and smoothen expansion into new geographies. We also helped them in building pitch deck and financial projections to raise required investment for expansion.

#Partnered with an Argentina-based development sector consultant in helping them evaluate the impact of the fellowship provided by their clients on Indian fellows to draw learning and improve the fellowship for the coming years.
(media link attached, we helped in evaluation of Indian fellow)

#Extended partnership with the Argentina-based consultant and their client to help them in understanding the needs of their 3rd generation India fellows and recommend action plan for the period of fellowship

#Spent some of my time on developing infographic case studies on our engagements

Business Analyst Intern

April 2014 - March 2015 (1 year)

Bangalore

Manage Knowledge Capital: Create, store and manage distribution and access to data acquired either through service delivery, research, reports etc.

Strategy: Assist practice leader to create a winning consulting and business strategy

VANGUARD BUSINESS SCHOOL

Placement Committee Member

October 2013 - March 2015 (1 year 6 months)

Bangalore

#Develop Training Process: Define and develop new training process to make the batch industry ready

#Manage Relationships: Connect with recruiters and assist in managing ongoing relationships

#Manage Knowledge Capital: Document the information and insights acquired throughout the process

Education

Vanguard Business School

Post Graduate Programme in Management, Business Administration and Management, General · (2013 - 2015)

Amrita Vishwa Vidyapeetham, Coimbatore

Bachelor of Business Management (BBM), Business Administration and Management, General · (2010 - 2013)

Kendriya Vidyalaya

Class XII, Mathematics and Computer Science · (2000 - 2010)