

## SUMMARY CURRICULUM VITAE

1. **Family name:** Hellyer
2. **First names:** Mark
3. **Date of birth:** 21/04/1969
4. **Nationality:** British
5. **Education:**

Institution	Degree(s) or Diploma(s) obtained:
October 1987 to June 1990 Kingston University, Kingston-upon-Thames,	BA (hons) 1 <sup>st</sup> Class Economics

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

Language	Reading	Speaking	Writing
English	1	1	1
Russian	5	5	5
Gujarati	-	4	-

7. **Membership of professional bodies:**

- Development Studies Association
- International Consulting Economists Association
- Royal Economic Society
- The Royal Institute of International Affairs (Chatham House)
- Wilton Park International Association

8. **Other skills:** MS Word, PowerPoint, Outlook, Exel, SPSS and Microfit

9. **Present position:** Trade Policy Adviser

10. **Key qualifications:**

- Over 17 years experience in trade negotiations and trade impact studies in developing countries in Africa, Asia, Latin America, Caribbean, Central Europe and CIS.
- Extensive practical trade negotiation experience and understanding of the processes involved having: been part of the Ghana Delegation to the Doha Ministerial; negotiated with CARICOM Secretariat on behalf of the Government of Montserrat; been part of the Bhutan Delegation in SAPTA negotiations; part of the South African Delegation in EU-South Africa FTA negotiations and participated in technical groups in the WTO Accession process of Moldova, Armenia, Ukraine and Tonga and supported negotiations of NTB removal at Stability Pact Meetings.
- An accomplished trade economist, expert in the preparation of negotiation papers including the use of quantitative analysis and economic models such as formal position papers for negotiations in Mauritius, Montserrat, Ghana, Kenya, Uganda and Tanzania, as well as a major economic model for the Caribbean countries during the banana disputes of the early 1990s. In addition, prepared a series of negotiation briefs for the European Commission in support of EU WTO GPA negotiations and Re-negotiation of the trade provisions of Lomé IV.
- Experienced trade negotiation trainer having: prepared and trained Ghanaian delegates for the WTO Ministerial in Doha and subsequent technical negotiations; trained Bhutanese negotiators for SAPTA and bi-lateral trade negotiations; prepared Montserratian and DFID negotiators for regional trade negotiations and; trained Ukrainian, Moldovan and Armenian negotiators for WTO Accession negotiations.
- Experienced in the identification of trade constraints and the development of appropriate trade policies and has prepared policy documents in Bhutan, Latvia, Armenia and Ghana. He has also been involved in institutional development aspects of implementing trade policy across government Ministries, departments and institutions to ensure effective and cohesive policy in Ghana, Ukraine and Bhutan.

## 11. Career Summary

Dates	Location	Company	Position	Description
1998 to date	Based in London with long term positions in Bhutan and Ghana	Freelance	Trade Policy Adviser and Economist	Undertaking trade policy assignments
1996-98 (part time)	South Africa	Office of the President, (Government of South Africa)	Special Trade Adviser	Providing advice and guidance on the negotiations for the EU-South Africa Free Trade and Associated Agreements: Giving advice on content of agreements and implications for South Africa, negotiation positions and interests of EU and member states and assessment of South African negotiator's performance.
1990-1998	London Based	CTA Economic & Export Analysts Ltd	Director and Trade Economist	Responsible for the management, coordination and quality control of all CTA projects, as well as undertaking consultancy on international trade policy.
1990	London, UK	CMA Ltd	Market Analyst	Research and analysis of markets for telecommunications products including the market opportunities for Band 3 Radio throughout the World.

## 12. Project List

1. Support to Trade Policy Coordination and Implementation in Maldives
2. Support to Maldives International Trade Policy
3. Component Leader – WTO Transparency Obligations and Awareness Raising in Ukraine
4. Trade Needs Assessment in Maldives
5. Support in the identification, negotiation and elimination of non-tariff barriers amongst the countries of the Stability Pact in the Western Balkans
6. Development of a national trade policy for Ghana
7. Review of DFID's Trade Secretariat Programme for the Stability Pact
8. Analysis of the EU trade preferences on the Western Balkans
9. DFID PASS adviser on trade and poverty, rural livelihoods and food security
10. Terms of Accession to the Caribbean Single Market and Economy on the Economic Development of Montserrat(with missions to Barbados, St Lucia, St Kitts, Guyana And Antigua).
11. Ghana Trade Policy Project (with missions to Geneva, Brussels and Doha)
12. Study on the Effects of Particular CAP Regimes on Developing Countries
13. Study on the Impact of a Ukraine EU Free Trade Agreement on EU Industry and Agriculture
14. Establishment of a Foreign Investment Supervisory Body in Bosnia Herzegovina
15. Assessment of the Competitiveness of the Armenian Food Processing Sector with market studies in Dubai, UK and Germany and benchmarking in Hungary:
16. Implications of EU'S Policy Options for the Development of Relations Between EU and Ukraine and EU and Moldova
17. Advise on Accession of Moldova in to the WTO and Preparation of Trade Policy Paper
18. Recommendations for International Trade Policies for the Government of Armenia Complying with WTO Rules and EU Partnership Agreements
19. Design of A WTO Support Project in Yemen
20. Lithuania Export Promotion Project
21. Preparation of Negotiation Strategy for the ACP to Improve Export Diversification within the EU-ACP Free Trade Agreements
22. National Trade Policy Advice to the Government of Latvia
23. Adaptation of Cameroon's Industrial and Trade Policies to Facilitate its Integration into the Global Trading System and Specifically its WTO Commitments.
24. Bhutan Trade Policy Project (with missions to Thailand, Nepal, Indonesia, Malaysia, Sri Lanka, Hong Kong and Laos
25. Trade Policy Advice to the Government of Mauritius regarding Post Lomé Negotiations
26. ACP-EU trade model of Impact of the Free Trade Option of the Post Lomé Regime on Kenya, Tanzania and Uganda
27. Export Marketing Assistance to Four Sri Lankan Rubber Products Manufacturers
28. Assessment of the Impact of the Free Trade Option of the Post Lomé Regime on Mauritius
29. Anti Dumping Seminars in Pakistan
30. Assessment of the Impact of the Proposed European Union/South African Free Trade Agreement on Malawi's Trade and Investment
31. Preparation of an Export Marketing Strategy, Coal Research Establishment
32. Organisation of an Inward Investment Mission from Korea in the UK, France and Germany
33. Research and Preparation of a Guide to Improving Competitiveness in the African, Caribbean and Pacific States using the Provisions of the Lomé Convention
34. Assessment of the Private Sector Export Capacity and Constraints in Malawi, including Preparation of Recommendations
35. Research and Design of an Export Marketing Strategy for Entry into the South Korean Textiles and Clothing Markets
36. Assistance to the Government of Tonga in its Accession to the World Trade Organisation
37. An Analysis of the Public Procurement Regime and Regulations, Barriers to Foreign Participation and Preparation of Negotiation Briefs for the GATT/GPA Agreement in Argentina, Brazil, Chile, India, Mexico and South Africa
38. Evaluation of the EU Funded Export Development Project in Poland: EXPROM
39. Assessment of the Comparative Cost Components of Potential European Sites for the Establishment of a Chemical Manufacturing Facility
40. Evaluation of the Phare Multi-Country Trade Development Programme in Latvia, Hungary, Poland and Czech Republic and Recommendations for Future Implementation
41. Phare Multi-Country Trade Development Programme - Workshop on Trade Policy, Finance and Market Information Requirements

- in Central and Eastern Europe held in Bratislava
42. Research, Identification and Short-listing of Suitable Investment Locations for a Proposed US\$ 250 m Acrylate Plant in Europe
  43. Global Market Survey and Five Year Forecasts for Strategic Reconnaissance Management Systems, including Prospects and Trends Towards Commercial Off-The-Shelf (COTS) versus Military Off-The-Shelf (MOTS)
  44. Assessment of the Market Potential in South Africa and Preparation of an Export Marketing Strategy for UK Defence and Security Equipment Manufacturers
  45. An Assessment of the Export Constraints and Potential of Ghana
  46. An Assessment of the Export Constraints and Potential of Uganda
  47. Technical Assistance to Exhibitors from Dominica, Ghana and Zambia at the International Food Exhibition, London
  48. Survey of the UK Market for Fresh and Processed Food Products from ACP States
  49. Survey of the German Market for Processed Wood Products from ACP States
  50. An Evaluation of Commercial Activities and Profitability of Micro-enterprises in Mufindi District, Tanzania
  51. Investigation into India Dumping of Garlic in US Markets
  52. Anti-Dumping Investigation of Steel Wire Exports from Italy
  53. Evaluation of The Non-Traditional Export Sector In Ghana and Its Participation in Trade Fairs
  54. Preliminary Study for a Trade Development Project in Botswana
  55. Price Analysis of Domestic and Export of Marble in India
  56. Policy Review of the Private Sector's Role in Trade under the Lomé Convention (the EU Trade and Aid Agreement with 70 African, Caribbean and Pacific States)
  57. Single European Market Workshops in Karachi and Lahore, Pakistan
  58. Investigation into Indian and Kenyan Dumping of Honey for Manufacturing in US Markets
  59. Evaluation of the Impact on ACP-EU Trade of the Possible Enlargement of the European Union to include Sweden, Austria, Finland and Norway and Countries from Central and Eastern Europe, ACP Secretariat
  60. Analysis of the Factors Affecting ACP Competitiveness (Madagascar, Seychelles, Mauritania, Senegal, Côte d'Ivoire) and Marketing Opportunities for Fish and Fish Products in the European Union, EFTA and Eastern Europe (Poland and Hungary)
  61. Analysis of the Implications of the Organisation of a Common European Banana Market in Support of the GATT Panel Defence by St Lucia, Dominica, St Kitts and St Vincent
  62. Market Strategy to Obtain Research and Development Funding for Speech and Information Systems in Defence and Civil Applications
  63. Analysis of ACP Trade Performance and Policy Recommendations for Changes in the Lomé Trade Provisions at the Mid-Term Review of Lomé IV (case studies in Mauritius and Zimbabwe)
  64. Preparation of a Feasibility Study for a Model for an Integrated Environmental Planning and Management System for Urban Lake Tourist Attractions, Wandsworth Borough Council
  65. Preparation of an Export Marketing Strategy, Trafalgar House Construction
  66. European Market Strategy for Zimbabwe Processed Food Products
  67. Survey of the Private Sector in Ethiopia and Design of a Small Enterprise Development Project
  68. Survey of the UK Market for Fresh and Frozen Fish
  69. Design of a 20 MECU Trade Development Project and Preparation of Financing Proposals Conforming to EC Procedures
  70. Technical Support on the General System of Preferences and Access to the Single European Market, Government of Gibraltar
  71. Analysis of the Implications for Caribbean Rum Exports of the Enlargement of the European Union
  72. Preparation of a Guide to Commonwealth Developing Country Exports to the EC
  73. Assessment of the Impact of ECOWAS (Regional Free Trade Association) Trade Liberalisation Programme on Trade in West Africa and Recommendations to Improve the Compensation Scheme
  74. Survey of the Potential for Satellite Positioning Equipment in Global Transport Markets (Long Distance Commercial Vehicles)
  75. Pre-feasibility Study for a Tourism and Hotel Development in Tanzania
  76. Development of a Trade Model of EU Banana Imports and Scenario Evaluations of Proposed Changes in the Regime Including a Free Market, Tariff, Quota and Quota-levy Systems
  77. Statistical Analysis of World Banana Trade
  78. Report on the European Rules on Public Procurement as part of a Major Japanese Construction Company's Pre-Investment Study
  79. Assessment of the Trade Development and Investment Potential for Gibraltar and Design of Marketing Strategies
  80. Assessment of the Irish Mortgage Market
  81. Needs Assessment And Design of an SME Credit Scheme for Rural Areas in Zimbabwe Targeted Towards those Enterprises Excluded from the Formal Banking Sector
  82. Price Analysis of the German Rubber Level Crossing Export Market in an Anti-Dumping Case
  83. Competitor Analysis of the UK market for telephone equipment in a Third Country Anti-Dumping Case

#### **Publications:**

- "Making Enquiries to WTO Member Countries: How to find information on trade laws and regulations of foreign countries" (2007) Author with Michael Johnson
- "Trade Measures which are notified to the World Trade Organisation (WTO) by other Member Countries: How to monitor and check notifications of trade measures introduced by foreign countries" (2007) Author with Michael Johnson
- "Handling Trade Disputes between World Trade Organisation (WTO) Member Countries: How to initiate WTO dispute proceedings and monitor the progress of disputes between other WTO members" (2007) Author with Michael Johnson
- "The Development of an International Trade Policy for the Republic of Armenia" (2000) Armenian-European Policy and Legal Advice Centre
- "Commonwealth Guide to Trading with the Single European Market" (1993) Commonwealth Secretariat; Author with Carol Cosgrove and Irene de Leon
- "Eurogrants: A detailed Guide to European Commission Grants and Contracts". (1993) Economist Intelligence Unit; Author with Carol Cosgrove
- "Trade from Aid: A detailed guide to new EC funded Contracts" (1992) Business International; Author with Carol Cosgrove
- "Western European Market for Water and Waste Water Chemicals" (1990) Frost & Sullivan, Ghost Author

