

Sila Sahin

Profile

Political economist and international economic development consultant with excellent technical and project management skills, focused on practical implementation and results-oriented delivery.

- Sound understanding of role of private sector and the business enabling environment in international economic development.
- Strategic, innovative and analytical thinker focused on client needs and confident in working with senior level government officials, donor missions and the business community.
- Proven experience of delivering large scale and complex international development projects in challenging environments. Ability to build, lead and manage multicultural teams.
- Experience of working in the private sector, charities and the academia as a consultant, business analyst, researcher and trainer.
- Quick learner and results-oriented problem solver with strong interpersonal, communication and motivation skills.

Education

Institution [Date from - Date to]	Degree(s) or Diploma(s) obtained:
University of Warwick, 2005-2008, UK	PhD in Politics and International Studies – Thesis focused on the impact of exchange rate regime choice on financial markets and macro-economic policy-making, trade, competitiveness and financial services development
University of Warwick, 2004-2005, UK	MA in International Political Economy (With Distinction): Course and project work undertaken in international trade and global finance, sustainable economic development and regional economic integration
Middle East Technical University, 1999-2004, Turkey	BS in Economics (High Honours): Courses included Microeconomics, Macroeconomics, Applied Economics, Mathematics for Economists, Accountancy, Econometrics, Economics of Banking, Statistical Theory, Economic History

Employment

Jan 2008-present

Senior Consultant, International Projects Group (IPG), PKF (UK) LLP

- Working as a Senior Consultant responsible for international consultancy projects in the areas of economic policy reform, private sector development, enterprise competitiveness, and civil society strengthening.
- Expertise focuses on new business development, project management and consultancy services for bilateral and multilateral donor-funded projects such as the World Bank, UK Department for International Development, European Commission and the Danish Ministry of Foreign Affairs. I take main responsibility in business development, including research in cutting-edge development areas, serving as a technical lead in preparing business proposals, tracking and following up on market intelligence leading to bid opportunities, organising project bidding efforts in target countries, establishing consortium relations, identifying experts and setting up large and multinational project teams.

- Project management of large scale and complex projects at design and implementation phases. My role is to provide technical insight, assist project teams in preparing high quality work plans and progress reports, maintain ongoing communications with field-based senior personnel, develop client relations, help set and monitor performance goals and objectives for field office based staff, undertake regular backstopping/quality assurance reviews in-country. In doing these I act as a “knowledge management” champion, drawing best practices within and outside the organisation and channel relevant experience to projects as needed.
- Key projects portfolio include:
 - ✓ Project Manager for a 5-year € 2.4 million project in Tanzania, funded by DANIDA to improve entrepreneurship development, rural employment and agricultural export & processing technology in Tanzania through a matching grants programme. I work closely with 8 project staff, business providers and grantees on the ground. Key areas of responsibility include: contract, personnel and financial management; contribution to design and implement selected strategy objectives; preparation and overall quality control of project progress reports, executive summaries and working papers; contribution to improve the quality and relevance of project log-frame and performance indicators. Also responsible for design and thereafter continual implementation of project operational manuals, quality assurance of work and activities plan, recruitment of experts and establishing relations with the donor, private sector representatives and business suppliers in Tanzania.
 - ✓ Project Coordinator for a 2 year World Bank funded € 2.2 million private sector development project in Tanzania: Consultancy Services to Business Development Gateway. The project aims to strengthen the entrepreneurial culture of Tanzania by providing entrepreneurs with risk grants through organisation of business plan competitions and business diagnostic programs. Responsibility alongside the project manager for the staffing of expert positions, reviewing progress reports and quality assuring successful project implementation.
 - ✓ Project Manager for a 3-year € 1.5 million project funded by DANIDA in Turkey to build the capacity of the Board of Inspectors at the Turkish Ministry of Interior and to support a civil society network. The project aims at improving the capacity of the Ministry of Interior in observing human rights standards and good governance practices and the strengthening of a civil society platform in their networking and lobbying/advocacy efforts in improving Turkey’s human rights record. Responsible for overseeing the work of the project team, activities, planning and project monitoring, stakeholder mapping and developing a communications strategy, oversight of budget and project operations. Contributing to the design and implementation of training courses, organisation of seminars and strategy workshops; elaboration of training curricula and materials on Human Rights and implementation of pilot training events on Human Rights and seminars on case management.
 - ✓ Project Manager for Lot 10 EC Framework Contract offering policy advice and implementation of reforms through technical assistance on trade policy, private sector development, investment promotion, macroeconomic and poverty analysis, public financial management and the regulatory environment for business.

September 2005 - December 2008

PhD Researcher, Department of Politics and International Studies, University of Warwick, UK

- Responsible for the development, implementation, write-up and presentation of a self designed research project. My project topic was a critical interpretation of state capacity in economic development, through the case study of Britain’s exchange rate policies. I conducted macroeconomic data collection, reviewed theoretical and empirical studies on the impact of exchange rate policies on trade, inflation, employment and capital movements and analysed journals, essays and conference proceedings on international finance and monetary policy collaboration.
- Developed strong research and analytical skills. The process of preparing the thesis involved supporting arguments with facts and resources, pursuing research questions and policy dilemmas from a multi-disciplinary perspective, and enquiring untried and dynamic approaches to problem-solving.
- Ability to work under minimum supervision. The research and write-up process enabled me to identify critical issues in a timely manner and escalate them, improve my ability to express ideas in a fluent, clear and concise way, both in writing high quality reports and during presentations.

May 2007-September 2007

Freelance Consultant, GHK Consulting, UK

- As a Freelance Consultant on economic development issues, I provided research inputs to an EC project managed by GHK Consulting on the social, economic and environmental impacts of immigration into the EU. My contributions included desk research, information gathering, stakeholder mapping, economic analysis and the write-up of a policy paper that was later converted into a project report.
- On another EC-funded assignment, I assisted the team in conducting telephone interviews and stakeholder consultations to assess the impact of enhanced legal certainty on multilateral trade relations. My work focused on gathering and analysing statistical data, identifying and contacting stakeholders for data collection, data analysis and review of legal instruments affecting trade regimes adopted by different countries.

October 2006-January 2007

Business Development Executive Intern, Oxfam GB, UK

- Conducted business and financial analysis on the sales and profitability of a network of 700 Oxfam charity shops, looking into total revenue generated from the charity shops and the economic determinants of sales in the charity sector, such as costing, market positioning, consumer demand and levels of macroeconomic activity, both in short and medium term. Also conducted in-depth research into the pricing policy and seasonal trends of competitors, including high street and other charities.
- Upon collating data from each Oxfam charity shop within a network of 700 shops, I was responsible for producing regular reports of weekly sales and quarterly updates, presenting them to senior levels of management. Improved ability to assimilate different forms of information and to coordinate a large network's weekly returns to produce reports within tight deadlines.
- Information dissemination to charity shop managers on the network's weekly sales. Sales information was used for product positioning, stock planning by individual shops and for refining the marketing strategy of the network as a whole.

Jul 2006-Sep 2006

Marketing and Administrative Assistant, Practical Action Consulting, UK

- Responsible for updating contacts and project information in consultant and project databases, revising marketing materials during the organisation's re-branding process and researching partner organisations for project implementation. Worked with a group of consultants and took an active part in tracking opportunities, reviewing concept papers, feeding back on project documents and suggesting recommendations on approach and methodology adopted in their consultancy work.

Other Skills/ Personal

- **Skills:** *IT Skills* - Proficient in MS Applications, Microfit (Econometrics data analysis programme) *Training* – University of Warwick, graduate course on project and time management, one year training on research design and methodology. PKF (UK) LLP: Training on Relationship Management, Presentation Skills, PRINCE 2 Qualification on Project Management.
- **Awards:** *Dorothy Hodgkin- ESRC scholarship:* Tuition fee and living costs covered by the UK government during the PhD study. *Jean Monnet scholarship:* Tuition fee and living costs covered by the European Commission during the Master's study in the UK.
- **Languages:** English (Fluent), Turkish (Fluent), French (Intermediate), Spanish (Beginner)
- **Nationality:** Turkish (*holds a Tier 1 visa and is eligible to work in the UK*)
- **Date of Birth:** 18 July 1981