



2020DC, a proven leader in

Global  
**COMMERCE DEVELOPMENT**

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# Curriculum Vitae

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*Jim Krigbaum*

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## Personal Statement

Extensive international business and marketing experience in meeting the needs of businesses in the global economy. Practical and functional experience in bringing products to markets and achieving market success. Success combining the aid industry together with businesses to achieve mutual objectives. Proven ability motivating businesses to cooperate with development programs through business integration and Global Development Alliance (GDA) activities. Able to assimilate concepts relating to markets, consumer trends, product acceptance, pricing, and competitive and comparative advantage. As consultant has successfully integrated businesses into several USAID-funded projects in LAC, Asia, and E&E. Instructed businesses and local producers in Guyana, Bolivia, Peru, Paraguay, Mexico, Romania, Kosovo, Mongolia, Guatemala, Georgia and Mexico in export market development through the creation of five business courses designed to bring local businesses into the global market place. Conducts buyer and seller missions to and from markets and production regions.

Experienced entrepreneur and business leader. President and owner of international trading company that was able to turn a \$15,000 investment in 1990 into a \$25 million dollar company in 1995 with branch offices in Tokyo Japan, Rio de Janeiro Brazil and joint ventures in Hong Kong and Peru.

General Manager of 2020 Development Company LLC which along with the above mentioned development work represents manufactures and finance companies from Europe into the American Markets.

Applied marketing concepts, skills and procedures to successfully market products and services ranging from RFID technology to High-End fashion. Teaches marketing skills and concepts to groups as diverse as wood products and wine.

## Skills

Market development	Entrepreneur development
Business training	Food Marketing
Product development	Value added wood product marketing
Logistics	Entrepreneurship training
Container Management	Brand development
Containers and packaging	
Business Integration	

## Education

**B.S. Agriculture and Resource Economics (AREC)** Oregon State University  
1982

The B.S. in AREC prepared Jim for the business of agriculture, agricultural development and resource allocation. Considerable coursework was dedicated to price analysis and profit maximization and public policy in agriculture and economics.

## Current Employment

**Director/General Manager** 2020 Development Company LLC

May 1997 – present

2020DC is a consulting and marketing company focused on market integration and business development. 2020DC is a subcontractor for various international development and aid companies and agencies.

Additionally 2020DC represents the following products/services in various markets:

Austria	High end stainless steel containers for the food industry
France	Leasing services for high value portable assets
China/USA	Red River Agriculture

Activities associated with the above companies, and others that 2020DC works with from time to time includes private placement of financing, development and management of marketing strategy including launch strategy and reseller networks.

2020DC worked with TrenStar, Global Container Management and MicroStar logistics on their expansion into the food logistics and tracking technology for the food ingredients industry. Contracts negotiated by Mr. Krigbaum include multimillion dollar contracts with Kraft, General Mills, Degussa, Givaudan and others. Work involved coordination work with logistics, operations, production and accounting departments within the various companies.

## Work History

**Independent Consultant** ACDI\Voca, OSIM (Brookstone), Chemonics, Atys, TrenStar, Global Container Management, Absorption Corp, Thomas Register, MicroStar Logistics

May 1997 – Sept 2007

Independent Consultant – while working as Director of 2020DC Jim has applied his global development experience to assist companies and industries in many developing economies. The public sector assistance is complimented by the practical experience and relationships with businesses around the world.

**Director, Strategic Alliances and Market Integration** Chemonics International Inc., Washington

Jan 2004 – March 2007

Worked with businesses, NGOs and Universities to coordinate their activities with the aid industry. Activities included lead negotiator and implementer involved in business integration and GDA activities with major corporations including Microsoft, Starbucks, Volcafé, General Mills and trading/marketing companies of all sizes. Directs Chemonics Business Integration Practice Network designed to build internal teams and to leverage Chemonics/USAID activities with businesses on a global basis.

**Director – Business Integration Service Team** Chemonics International Inc.

Jan 2004 – March 2007

Worked with Chemonics staff and projects on a global basis to integrate businesses into USAID projects. These activities included developing business linkages, identifying market niches, developing sales and marketing strategy, helping to sell products and secure investment and technical support from the companies to provide sustainability and success to development projects. Worked with projects across the company to build their business involvement strategy.

**Director, Latin America and Caribbean region** Chemonics International Inc.

Jan 2004 – March 2007

Works with SME's through various enterprise competitiveness projects, including in Romania, Paraguay, Kosovo, Mongolia, Peru, Colombia, and Guyana, to identify and establish market linkages with buyers in the United States, Europe and Asia. As an export trainer on USAID's Guyana Economic Opportunities project, created training courses on exporting for small businesses looking to export to U.S., Canadian and UK markets. Helped firms determine whether to export, choose products, and target markets. Courses originally designed for Guyana have been modified and delivered in nine countries in Latin America and the Caribbean, Asia, Eastern Europe and Africa.

**Marketing specialist, Microenterprise Support and Poverty Reduction (PRA) project, USAID/Peru.**

2000 - 2004

Identified markets for Peruvian products; facilitated export contracts between local producers and U.S. importers, which resulted in increased rural incomes in Andean highland areas. Stimulated and facilitated private sector investment in rural agriculture and food processing. Also taught export courses for USAID in Guyana, Guatemala, Mongolia, Paraguay and Costa Rica.

**President Phoenix Marketing Inc.**

1990 - 2000

Founded PMI with \$15,000 USD of borrowed funds and built sales to \$25 million USD in 5 years. Built several brands into market leading positions in Japan and Taiwan. Had branch offices in Tokyo and Rio De Janeiro and Joint Ventures in Peru and Hong Kong. Handled and directed all legal, financial and management aspects of the business.

**Various positions**

1982 – 2000

Worked various positions in the international food marketing industry including commodity trader for ConAgra, Export Manager for the international division of Food Services of America and trader for Farmers Union Central Exchange CENEX– a farmer owned cooperative.