

Samuel B. Miles

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EDUCATION

University of California, Berkeley , Berkeley, California	Exp. May 2025
PhD. Energy & Resources Group	
<i>Award:</i> Multi-Year Chancellor's Fellowship	
Quantic School of Business & Technology , Online	Sept. 2016 - Feb. 2017
MBA from the makers of Rosetta Stone; the "world's only accredited mobile-first graduate school."	
Institut d'Etudes Politiques (Sciences Po) , Paris, France	May 2013
MA International Energy, Paris School of International Affairs, <i>summa cum laude</i>	
<i>Award:</i> Michel David-Weill Scholarship (<i>full scholarship awarded to one American/year</i>)	
Yale University , New Haven, CT	May 2011
BA Ethics, Politics & Economics (honors major) GPA: 3.7	
<i>Award:</i> Senator Heinz Fellowship for Public Service	

CAREER

Independent Writer and Researcher (2016 - present, global / California)

Since 2016, I have completed engagements or been on retainer for clients focusing on cleantech, fintech, climate change and sustainability in sub-Saharan Africa and developed markets. Engagements have included producing technical, marketing, thought-leadership and ghost-writing content for Bay Area and international clients, totaling 30+ paid blog articles and several white papers, drawing on over 100 interviews with executive leadership and thought-leaders. Sample of clients include:

- San Francisco-based ESG index investment platform (openinvest.com)
- Boutique consultancy producing weekly newsletter and blogs covering digital finance, e-commerce and tech trends in emerging markets (blog.mondato.com)
- Premiere African talent pipeline organization (algroup.com)
- Australian security / organizational resilience software vendor (noggin.com)
- Boutique consultancy focusing on off-grid electrification (catalystoffgrid.com)
- South African smart solar water heater developer (plentify.co.za)

Acting General Manager, Carbon-negative solutions advocacy group (June - December 2018)

- For climate change advocacy non-profit, I led spin-out of 'the ClimateForce Challenge' into an independent non-profit from parent entity: managing a team of twelve, developed business plan and fundraising collateral, designed and managed website launch (climateforce.com), and formalized five partnership agreements with carbon-management entities

Faculty Facilitator, African Leadership University (2015-2016, Mauritius)

- Taught research, analysis and communications to 60 freshmen in Projects Course; led them through delivery of four consulting projects for actual clients, including market entry / expansion and product development presentations for L'Oréal, CIM Finance (white goods hire-purchase loan provider) and Cellulant (digital finance operator). ALU ranked '#1 most innovative company in Africa' by [Fast Company in 2019](#) and 39th globally; Projects course I taught ranked 1st in learning across all courses from year-end student UX research.

Consultant, Dalberg Advisors (2013 - 2015, Dakar, Senegal)

Delivered six projects with global teams for clients including IFC, World Bank, WEF, Gates Foundation, Rockefeller Foundation, and confidential clients in the energy and investment private sector. Strengths developed include research & analysis for projects with positive social impact in emerging markets, written and oral communication/presentation, stakeholder

engagement, people development, and content expertise in energy, environment and agriculture. Work executed in the US, Europe, West, East and Southern Africa. Sample of engagements below:

- **Co-authored public-facing case studies for Grow Africa, a platform of the World Economic Forum.** In assessing models of successful public-private partnership in Mozambique and Tanzania, I supported the design of impact assessment metrics, collected and analyzed qualitative and quantitative production data from approximately 75 small-holder farmers, and synthesized lessons learned for discussion at the WEF public investor forum in Cape Town, July 2015.
- **Authored internal case study for World Bank research entity seeking to improve its impact delivery.** For the multi-donor Fund Office of CGIAR (formerly the Consultative Group on International Agricultural Research, part of the World Bank), I led stakeholder interviews with senior management of CGIAR and partner organizations, analyzed M&E data, and authored the case study on Imazapyr-resistant maize (IR Maize), an herbicide-coated seed effective against Striga ('witchweed', a parasitic plant genus native to savanna grasslands). The broader project involved an organizational diagnostic spanning 16 Research Programs and 15 Centers with ~10,000 scientists and \$1 billion USD annual budget. Drawing from desk review of 500+ pages, ~50 project case studies, and ~50 interviews, I assessed delivery impact claims, verification, and implications for organizational structure and real world adoption of R&D products by farmers. Recommendations on improving delivery at CGIAR, drawn from the research and analysis of this study, were presented to the Fund Council in May 2014 in Mexico City.
- **Co-authored a market report on solar lighting products in sub-Saharan Africa, presented at an IFC/World Bank conference.** The Lighting Africa Market Trends Update Report surveyed the growth and challenges for solar lighting products across Sub-Saharan Africa. I interviewed 30+ manufacturers, distributors, industry experts and government officials active in the solar lighting space, analyzed trends in solar power cost components and modeled future market developments. Conclusions were presented during the keynote address at the semi-annual Lighting Africa Conference in November 2012 in Dakar, where various members of the business and policy community gathered to exchange ideas on how to further address energy poverty.

MISCELLANEOUS

Languages: English (native) French (native), Spanish (intermediate), Wolof (basic)

Countries of work experience: (*Caribbean*) Haiti, Martinique (France) (*East Africa*) Republic of Tanzania (*OECD*) France, United Kingdom, United States of America (*Southern Africa*) Mauritius, Mozambique, South Africa (*West Africa*) Côte d'Ivoire, Ghana, Nigeria, Mali, Senegal

Citizenship: United States, France (via French Caribbean)

SELECTED PUBLICATIONS

- Monthly article contributor to Mondato Insight, an industry blog on digital finance and commerce in emerging markets. Illustrative articles:
 - [Mini Grids: Powerful Partners for Financial Inclusion](#) (2020)
 - [Access to Energy: A Good Return on Investment?](#) (2019)
- "Does Socially Responsible Investing Work?" [Part I: Divestment](#) and [Part II: Proxy Voting](#). Blogs published for Open Invest, 2019.
- Agriculture in Africa: Public-Private Partnerships - two case studies co-authored on behalf of WEF / Grow Africa for Dalberg Advisors in [Mozambique](#) and [Tanzania](#) (2015)
- "Solar Lighting Products for the Base of the Pyramid in Sub-Saharan Africa: Update to the Market Report." International Finance Corporation, Nov. 2012 (co-authored for Dalberg Advisors, [link](#))
- *My African Horse Problem*. Amherst: University of Massachusetts Press, 2008 (with William Miles, [link](#))