

NICHOLAS PEARSON

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- EDUCATION** **University of California at Berkeley, Walter Haas School of Business**
Master of Business Administration, May 2008, Certificate of Global Management
- Maxwell Fellowship (full tuition)
 - Teaching assistant for undergraduate business class *Entrepreneurship to Address Global Poverty*.
- Carleton College:** BA, Environmental Science, June 1999
- EXPERIENCE**
- 2009-Present **Jacaranda Health** Nairobi, Kenya
Founder and CEO
Founded and building an award-winning organization improving quality of maternal health-care in East Africa. We develop better tools and systems to achieve high quality patient-centered care in low-resource settings. We deploy them in our own hospitals, evaluate them rigorously, and work with the government to replicate our innovations in public hospitals. Highlights to date include:
- Set up and run two midwife-led hospitals recognized among the best quality maternal and reproductive healthcare in Kenya. Over 20,000 client visits in 2015, and exceptional health outcomes, client satisfaction, and behaviors (e.g. 56% uptake of PFP, 90% exclusive BF at 3 mo).
 - Hired and lead a team of 90, including top clinicians, business, researchers, and quality experts; and a strong international board of directors with representation from Gates Fdn, pharma, Kaiser.
 - Strong government ties; piloting our quality improvement replication in 2 public hospitals in 2015 and another 6 projected in 2016. Exciting early results on improvement of neonatal sepsis, nurse task-shifting, and postpartum maternal complications.
 - Raise \$1.5M annual budget includes support from Gates Foundation, Grand Challenges Canada, USAID – and a growing wedge of sustainable earned revenue from hospitals.
 - Built an implementation science hub partnering with faculty at HSPH, UCSF, and UNC Chapel Hill to evaluate our programs, build local research capacity; we run RCTs and mixed methods research.
- 2008-2009 **Acumen Fund** Nairobi, Kenya
Portfolio Associate
Responsible for building pipeline and evaluating investments in water and sanitation in East Africa.
- Built regional network of businesses and experts, and sector strategy for investing Acumen’s capital.
 - Investigated 15 companies, and took two prospective investments to our investment committee.
- Summer 2008 **PATH (Program for Appropriate Technology in Health)** Hanoi, Vietnam and Mumbai, India
Field consultant for Safe Water Project
Market-based initiative to distribute water treatment products for low-income consumers. Evaluated business models and distribution channels and recommended strategic partnerships.
- 2001-2006 **Evergreen Funding Consultants** Seattle, WA
Senior Associate
Helped foundations, NGOs, and public sector clients finance regional environmental initiatives: water quality, open space preservation, endangered species recovery, and urban sustainability.
- Grant program management: Managed partnership building, grantmaking, and evaluation for \$2.5M salmon habitat grant program. Helped expand it from a single program to a network of 20 programs.
 - Environmental finance: Supervised all grantwriting for clients; wrote and oversaw over \$25 million in successful proposals. Helped develop financing strategy for \$1.5 billion regional salmon recovery effort, combining public finance and market-based approaches.
 - Management of a start-up business: Managed half of firm’s contracts and subcontractors.
- 1999-2001 **Marine Fish Conservation Network** Washington, DC
Media Coordinator
Oversaw media strategy for nationwide coalition of 100 NGOs and commercial fishing associations focused on sustainable fisheries. Coordinated successful nationwide op-ed and editorial campaigns with placement in papers such as the *San Francisco Chronicle*, *Seattle Times*, and *Boston Globe*.
- ADDITIONAL**
- Grew up abroad in Morocco, Saudi Arabia, Israel, Mexico, France. Proficient in Spanish, French.
 - Speaking engagements have included Global Maternal Health Conference, Women Deliver Conference, CUGH; Classes at Berkeley Haas MBA, Duke, and Stanford GSB.