

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.