

Terry V. Nelidov

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SUMMARY

A global sustainability professional with 25 years of experience across 10 countries in Latin America, Asia, Europe, and the US. Expertise includes sustainability strategy; supply chain and responsible labor; stakeholder engagement; community visioning; human-rights risk assessment; large-group facilitation; and reporting. Terry drives value creation for companies, communities, and governments across a variety of industries—from mining, oil, and gas; to food and agriculture; financial services; travel and tourism; consumer products; and manufacturing.

EDUCATION

- | | | |
|----------------|--|-------------------------|
| 1992-94 | IESE BUSINESS SCHOOL | Barcelona, Spain |
| | Master of Business Administration | |
| 1981-85 | STANFORD UNIVERSITY | Palo Alto, USA |
| | Bachelor of Science Industrial Engineering | |

EXPERIENCE

- | | | |
|----------------|--|--------------------------------|
| 2013- | <u>ERB INSTITUTE FOR GLOBAL SUSTAINABLE ENTERPRISE</u> | Michigan, USA |
| | Managing Director – Terry leads the Erb Institute, a dual-degree graduate MBA/MS program between the University of Michigan’s Ross School of Business and the School of Natural Resources and Environment. The Erb Institute provides cutting-edge research, business engagement, public-policy analysis, and outreach on social, environmental, and governance issues facing business in the global marketplace. | |
| 2006-13 | <u>BUSINESS FOR SOCIAL RESPONSIBILITY</u> | HK SF Latin America |
| | Consultant, <u>Energy & Extractives Practice</u> – Based in Hong Kong and San Francisco, Terry consulted with mining, oil, and gas companies across Asia and Latin America, to create shared value for company and community. Expertise includes social risk assessment, strategic community investment, stakeholder engagement, and human-rights assessment. Terry supported member companies with consulting, in-house workshops, delivering conference workshops/presentations, and facilitation of stakeholder-engagement sessions. | |
| | Senior Program Manager, <u>DR-CAFTA Responsible Competitiveness Project</u> – Terry led design and execution of this three-year, US\$2.3M US State Department-funded effort to improve working conditions on farms and factories in six countries of Central America. Making “the business case for responsible labor”, the initiative implemented 14 demonstration projects; delivered 20 executive; and built five partner organizations’ capacity in sustainability, labor engagement, and government affairs. | |
| 2003-06 | <u>CATHOLIC RELIEF SERVICES</u> | Lima, Peru |
| | Country Representative Peru – Terry managed representation, finance, and projects in CRS Peru, with a staff of 21 people and an annual budget of US\$4.0M. Program areas included civil society, microfinance, and agriculture, and CSR in mining. | |

- 1999-03** **AMERICASAS, SA DE CV** **San Salvador, El Salvador**
General Manager and Founding Partner – Terry managed a staff of 23 and an operations budget of US\$1.0M, including functional areas in strategy, project management, finance, administration, marketing, human resources, and external counsel. AmeriCasas’ first subdivision of 800 lots went to market in March 2002.
- 1994-98** **INCAE BUSINESS SCHOOL** **Alajuela, Costa Rica**
Founding Director, Business Leadership for Sustainable Development Network – Terry managed design and implementation of this pioneering network of young business leaders from 18 countries of Latin America. Responsibilities included grant writing, associate recruitment, ongoing technical support of members’ business sustainability projects, and organization of regular conferences in Argentina, Brazil, Colombia, Costa Rica, Dominican Republic, Ecuador, Guatemala, and México.
- 1999** **COOPERATIVE HOUSING FOUNDATION** **Tegucigalpa, Honduras**
(summer) **Consultant, Post-Hurricane Mitch Reconstruction** – Terry supported the Country Director in program management and grant writing for USAID and private foundations.
- 1993** **CODESPA FOUNDATION** **Guayaquil, Ecuador**
(summer) **Consultant, Community Development** – Terry supported design of a community center in Guayaquil’s marginal El Guasmo district. Terry also carried out a survey of agroindustry small-and-medium enterprises to increase their exports to the EU.
- 1989-92** **US PEACE CORPS** **San Pedro, Paraguay**
Peace Corps Volunteer, Cooperatives Promotion – Terry lived and worked with cotton farmers in a remote village in northern Paraguay, helping them learn basic business and accounting skills to manage the marketing cooperative they were forming.
Consultant, Corporate Recruitment – Upon his return to the US, Terry was charged with creating Peace Corps’ first corporate-recruitment program, directed at mid-level managers of large US companies who wished to serve overseas for two years.
- 1986-89** **PACIFIC BELL COMPANY** **San Francisco, USA**
Manager, Business Marketing – Terry was responsible for evaluating business-customer satisfaction from over 600.000 completed surveys per year. He analyzed trends and synthesized key findings in monthly briefs for the Area Vice Presidents.
- 1982-83** **TRAVEL & TOURISM** **Vail, USA & London, UK**
(summers) **Night Manager, Lodge at Vail** – Terry was responsible for guest services and night security at this luxury hotel/condominium resort in Colorado’s Vail Valley.
Night Manager, London Lodge – Terry’s hotel-management experience began with this guest house in London’s Paddington district, where was the overnight receptionist.

LANGUAGES

English: Native

Spanish: Fluent

Portuguese:

Guarani (Paraguay):

Proficient

Proficient