2387 West Cantara Drive **RAMEET S. KOHLI** **202.288.4991**
Dublin, CA 94568 **rameet.kohli@gmail.com**

PROFESSIONAL EXPERIENCE

GENERAL ELECTRIC
Senior Consultant, 08/10-present *San Francisco, CA*

- Providing objective strategic level business and technical consulting expertise enabling customers to achieve success through the development and application of smart grid systems and solutions.

CHEVRON CORPORATION
Strategy Consultant, 07/09-08/10 *San Ramon, CA*

- Researching and compiling attributes and elements of a gold standard corporate responsibility (CR) program that Chevron can apply to its own CR programs.
- Conducted risk assessments on issue areas impacting Chevron's business and CR efforts in Iraq. Carried out a stakeholder analysis to help prepare Chevron to deal effectively with CR/policy issues that may arise with various stakeholders with the ultimate objective of assuring successful outcomes for project(s) in Iraq. Performed a gap analysis to help Chevron identify to what extent relevant existing processes can ensure that CR/policy issues are being addressed in Iraq.

EQUAL ACCESS INTERNATIONAL (Non-profit organization focused on social change through information)
Business Development & Fundraising Consultant, 07/09-01/10 *San Francisco, CA*

- Managed the design, development and distribution process of the Annual Report which was a part of fundraising efforts totaling more than $100,000 in 2009.
- Assisted the organization with diversifying its funding sources through outreach, grant writing, and identifying and cultivating donor prospects. Prospects included private sector corporations, foundations, multilateral institutions, international aid and other government agencies, high net worth individuals and universities. Organizations included Apple, the European Commission, Oracle, Tiffany's, and the U.S. Department of State.

YUTOMI (Unfunded clean tech startup focused on developing biolubricant technology)
Director of Business Development, 04/08-12/09 *San Carlos, CA*

- Responsible for obtaining government funding to support Yutomi's research and development activities including outreach to Federal/State/Local elected officials and staff as well as to representatives of select Government Agencies such as the Department of Energy, the Department of Agriculture and the Department of Defense.
- Led partnership development activities with Original Equipment Manufacturers.
- Marketed Yutomi's products (e.g. biobased motor oil) to lubricant distributors and retailers.

D.LIGHT DESIGN (Venture-funded technology start-up firm focused on off-grid lighting and power solutions)
Business Development & Strategy Consultant, 08/08-11/09 *San Francisco, CA*

- Responsible for business development, sales and marketing activities focused on non-governmental organizations, multilateral institutions, foundations, individuals, governments and corporations. Marketed D.light Design to more than 500 organizations while selling approximately 5000 lights.
- Worked with the Clinton Global Initiative to have D.light Design included in their 2008 Call to Action on Haiti which was distributed to Clinton Global Initiative members asking them to support D.light Design and other organizations working to rebuild Haiti. Members include world, business and philanthropic leaders.

BUSINESS FOR SOCIAL RESPONSIBILITY (Member organization focused on corporate responsibility solutions)
Program Manager Consultant, 12/08-05/09 *San Francisco, CA*

- Administered HERproject—an initiative that works with multinational companies, factories and non-governmental organizations to address women's health needs in supply chains worldwide resulting in a positive ROI for invested companies and factories. Countries include China, Egypt, India, Mexico, Pakistan and Viet Nam. Companies include Abercrombie & Fitch, Clarks, Columbia Sportswear, Hewlett Packard, Levi Strauss & Co., Martha Stewart Living Omnimedia, Nordstrom and Timberland. Oversaw budget of $150K+. Traveled to Egypt for stakeholder meetings.
- Managed International Labor Migration project which focuses on helping companies address issues affecting migrant workers along their global supply chains. Companies include Apple, Hewlett Packard, JC Penny and Nordstrom. Oversaw budget of $200K+.

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FAMILY HEALTH INTERNATIONAL (Non-profit organization focused on addressing global public health issues)
Associate Director, Philanthropic Investments/Consultant, 05/06-04/08 / 05/08-present *Arlington, VA*

- Managed multi-million dollar U.S. Government proposal development efforts for FHI. Responsibilities included, but not limited to, partner negotiations, technical writing, budget reviews and creation of staffing plans.
- As Manager of FHI's Center for Consulting Services (CCS), marketed and sold FHI's public health services to private sector firms, foundations, multilateral institutions, international aid agencies and universities. Organizations included Abbott, Banro, Chevron, Merck, MTV, Pfizer Inc., Procter & Gamble, the World Cocoa Foundation and several United Nations Agencies. Brought in over $650,000 to FHI as Manager of the CCS.
- Administered the development and currency of FHI-wide and country office business plans.
- Led the development and implementation of FHI's Clinton Global Initiative membership strategy.

OFFICE OF GLOBAL DEVELOPMENT ALLIANCES, United States Agency for International Development
Public-Private Alliance Builder (consultant/intern), 11/05-04/06 / 06/04-09/04 *Washington, DC*

- Provided strategic and public policy guidance to CR staff at Citigroup, General Electric, Pfizer, UPS and Xerox regarding the South Asia Earthquake Relief Fund (SAERF) on issues relating to fund disbursements, communications and U.S. Government policy as part of private sector response to the 2005 South Asia earthquake. Roughly $20M was raised over 3 years.
- Provided strategic and public policy guidance to CR staff at American Electric Power, Deere & Company, PepsiCo and SunTrust Banks, Inc. on establishing private sector led Fund, similar to the SAERF, as part of reconstruction efforts post 2005 Central America and Mexico hurricanes. This resulted in the establishment of the Central America and Mexico Hurricane Relief Fund (CAMHRF) which rose more than $3M.
- Winner of the Meritorious Honor Group Award for the South Asia Earthquake Task Force.
- Conducted economic and financial viability analysis for $750,000 loan guarantee on CR coffee initiative providing loans to smallholder producers in five African nations. Primary partners involved were Starbucks Coffee Company, Green Mountain Coffee Roasters and the EcoLogic Finance.
- SECRET LEVEL Security Clearance

REPRESENTATIVE JAN SCHAKOWSKY, United States House of Representatives
Legislative Assistant, 07/01-07/03 *Washington, DC*

- Advised the Representative on legislative and public policy initiatives affecting small business, international affairs, education, the environment, defense, veterans' affairs, agriculture and Native American affairs.
- Prepared briefing materials for Committee hearings on topics that ranged from the U.S.-Chile and U.S.-Singapore international trade agreements to the West Nile Virus outbreak.
- Drafted legislation to improve school food safety, to ban arsenic-treated wood and to create a database to track and help prevent food-borne illness outbreaks. Managed legal intern on these projects.
- Conducted investigation of labor violations in Ecuador's agriculture industry.
- Founder/Chairman of the South Asian American Congressional Staff Association (SAACSA).

KATMANGO, Inc. (Venture-funded technology start-up firm focused on business process integration)
Senior Project Manager, 11/99-02/01 *San Francisco, CA*

- Managed implementation and launch of product prototype that had projected annualized revenues of $1M.
- Managed development of product that allowed customers to build business process scripts more easily.
- Provided strategic direction to executive team regarding company's move to B2B model.
- Managed technical writing team and software development contractors within the Engineering department.
- Team leader in XML scripting group. Managed 10+ software developers and 5+ temporary employees.

IBM GLOBAL SERVICES
Information Technology Specialist, 04/98-10/99 *San Jose, CA*

- Managed 5+ developers as team leader and architect of a process change notification system for IBM. Traveled to Singapore and China to deploy the application, provide user training and present demonstrations to customers.
- Gathered requirements for, designed and developed GUI for sophisticated Java-based database query tool.

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EDUCATION

WILLIAM E. SIMON GRADUATE SCHOOL OF BUSINESS ADMINISTRATION, UNIVERSITY OF ROCHESTER
Master of Business Administration
Concentrations: Finance, Competitive and Organizational Strategy, Business Environment and Public Policy

- *President*, Graduate Business Council (William E. Simon Graduate School of Business Administration)
- *Vice-President*, Simon Consulting Group
- *Dean's Leadership Award Recipient; Dean's Honors List*

UNIVERSITY OF CALIFORNIA AT DAVIS
Bachelor of Science
Major/Minor: Computer Science/Managerial Economics

INTERESTS/ACTIVITIES/TRAVEL

- *Co-Organizer*, 2002 Washington Sikh Leadership Conference (Washington, DC)
- *Volunteer*, Tri-City Homeless Coalition (Fremont, CA)
- *Coach*, YMCA (Fremont, CA) co-ed indoor soccer and basketball
- *Co-Founder and Co-Chair*, Indian Student Association at UC Davis
- Work-related Travel: Bahrain, China, Ecuador, Egypt, Kenya, Singapore