CURRICULUM VITAE

NAME:	Peter Monro
NATIONALITY:	British.
STATUS:	Married, two children.
ADDRESS:	Oakwood, Coombe Road, Compton near Newbury, Berks RG20 6RQ
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EDUCATION:	Honours Degree in Spanish & Portuguese from Bristol University Studied Arabic, Edinburgh University School - Trinity College, Glenalmond.
LANGUAGES:	French, Spanish, Arabic (classical)
WORK LOCATIONS:	Canada, Australia, USA, Africa, Middle East.

PROFESSIONAL BACKGROUND:

EMPLOYMENT HISTORY:

Current Employment: 4 years	Director of company, teaching/training business people in sales & marketing, business development, language and corporate communications; in England and abroad.
2 years	Director of marketing & sales, client/investor relations for ARMPRO, financial & rating database of banks worldwide.
18 years	Director of marketing and sales: for international rating agency – client/investor relations, business development in Middle East, Latin America, Africa, Central Asia, Russia and other Emerging Markets. Joined IBCA (15 employees, £1.5 mln sales); as sales and marketing director; 1999 merged with Fitch to become one of three international rating agencies with 2,500 employees, offices in 50 countries; £500 mln sales, worth over £1bln.
5 years	Promoted investment of UK companies in North Africa for ODI, funded by European Community.

3 years	Assistant editor, Orbis Publishing, Covent Garden.
3 years	European Community relief operation.in Sudan, P.R. and Press Officer Operations supervisor, West Africa for Intavia Airlines. Freelance journalist - articles on Arab world
1 year	Teacher at Belhaven Hill, Dunbar, Scotland. in French English, History, Games.
1 year	Teacher in foreign languages in Sudan.

EXPERIENCE:

Joined IBCA as sole salesman/marketer selling bank research service worldwide. My role:

1. maintained sales increase of 15% a year, developed new business.

2. kept contact with 3,000 clients worldwide; dealt with enquiries.

3. attended conferences, convened/spoke at seminars in UK & abroad; interviewed on radio, press, TV.

4. trained/oversaw new staff

5. created/maintained database, invented new products & methods of marketing; liased with/provided information to colleagues for leads.

6. travelled continuously as ambassador for company; saw clients, new contacts, developed business. set up joint ventures with IFC (World Bank) in Pakistan, Tunis, Abu Dhabi and Cairo.

Markets covered & visited: - Latin America, Caribbean, US, Far East, Europe, Africa & Arab world, Russia & central Asia, India & Pakistan..

institutions worked with: World Bank & IFC; the African, Asian, Islamic and Latin American Development Banks; the Arab Monetary Fund; ministries of finance, banks, central banks and large corporations.

OTHER POSITIONS HELD

private tutor – for individuals of all ages; for business - language, corporate communications & international relations; for academic subjects – language, history, literature and other related fields.

adviser on microfinance and promotion of small & medium sized businesses in emerging markets.

trustee of *Kinnrec*, promoting financial transparency in developing countries.

helped set up *Science for Humanity*, to solve problems in poorer countries.

INTERESTS:

Books, writing, the arts, Developing Countries.