

Family name: Janischewski
First names: Jörg
Date of birth: 01.05.1968
Nationality: German
Civil status: married

Education:

Institution	Technological University of Aachen - RWTH Aachen, (Department of Mechanical Engineering) / Ecole Centrale Paris
Date: from (month/year) to (month/year)	10/87 - 5/93
Degree(s) or Diploma(s) obtained	M.Sc. (Dipl. Ing), Mechanical Engineering

Institution	College des Ingenieurs (Paris)
Date: from (month/year) to (month/year)	07/93 - 09/94
Degree(s) or Diploma(s) obtained	Master of Business Administration (MBA)

Language skills: (Mark 1 to 5 for competence)

Language	Reading	Speaking	Writing
German	5	5	5
English	5	5	5
French	5	5	4

Present Position:

Managing Director of Innovativkonzept Ltd.

Specific Country Experiences:

Country	Date: from (month/year) to (month/year)
France	08/91 – 05/92 Ecole Centrale Paris
France	05/92 – 08/92 Institut Français du Petrol, Rueil Malmaison
China	08/92 – 03/93 Setting up a silk import-export business
France	04/93 – 06/93 Institut Francais du Petrol, Research Fellow
France	07/93 – 08/94 Private Business School, Paris
India	10/94 – 3/98 United Nations, Asian and Pacific Centre for Transfer of Technology, New Delhi
World-wide	1994-2016 numerous short term missions (Algeria, Morocco, Tunisia, Lebanon, Syria, Turkey, India, Indonesia, Kenya, Thailand, Cambodia, Malaysia, Nepal, Sri Lanka, Philippines, R.o. Korea, P.R. China, Vietnam, Ghana, Kenya, Ivory Coast, Mozambique, South Africa, Togo, Uganda, Ukraine, Russia, Egypt, Tanzania, Rwanda, Colombia)

Professional experience record:

Date: from - to	Since December 2007
Location	Bremen, Germany
Company	Innovativkonzept Ltd., Managing Director / Freelance Consultant
Description	<ul style="list-style-type: none"> • Framework contract with an African development bank (on a monthly retainer basis). Review of project documents (ESIA, ESMP, RAP, SEP). Conducting gap analysis to IFC Performance Standards, preparation of ESDD and ESAPs, site visits. Since 2012 • Framework contract with DEG for E&S support services (ongoing since 2009), E&S due diligence of investment projects in various sectors and geographic regions, including the revision of ESIAs, preparation of E&S due diligence reports in DEG format, E&S monitoring • Lenders E&S advisor for a series of investment projects funded (infrastructure, energy, agriculture) funded by development financing institutions (Proparco, FMO, IFC, DEG). Due diligence and ongoing E&S monitoring of client performance • Coordinating E&S experts of various DFIs / ESAP compliance monitoring / LTA monitoring and coordination / IFC Performance Standards compliance (KfW, DEG, Proparco, IFC, FMO, ADB, et alias) for complex investment projects, e.g. Railroad project in Kenya / Uganda. (onging since January 2013) • KfW Development Bank (USKP for Financial Institutions – Tool development / Training / Knowledge Management). • Training of DEG staff on E&S management and IFC Performance Standards (including the development of online courses) • Assisting DEG in developing their E&S Management System including the development of tools, procedures, reporting formats • Development of a guideline on How to evaluate “Sustainable Investments” for DEG, 2014 • Formulation of strategies for DEG on how to deal with their Insurance Industry clients, 2014 • Development of promotional material for DEG’s non-financial sector clients (“DEG approach to international environmental and social standards”) - 2015

Date: from - to	2006-2007
Location	Cologne, Germany
Company	Deutsche Investitions- und Entwicklungsgesellschaft mbh (DEG)
Description	<p>Project Manager, Department “Sustainable Development”</p> <ul style="list-style-type: none"> • Technical, environmental and social due diligence of investment projects responsible for projects in the field of

	<p>mechanical engineering, cement industry, chemical industry, plastics industry, logistics and the banking sector.</p> <ul style="list-style-type: none"> • Development of internal project appraisal tools for investment projects based on the new IFC performance standards.
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Date: from - to	1998 till 2006
Location	Cologne, Germany
Company	Self employed consultant
Description	<p>Consultant to companies and organizations in the field of environmental management, impact assessment, environmental technology transfer, among others:</p> <ul style="list-style-type: none"> • Team leader for various GTZ and InWent Project Progress Reviews (e.g. Environment Programme Algeria, Tunis Center for Environmental Technologies, Technological Innovations in Latin America). • Study on "The export of second hand good and the transfer of technology" (German Council for Sustainable Development) • Development of a service package (Produktentwicklung) for GTZ in the field of "Promotion of Innovation and Technologies in Developing countries" • Study on market entry strategies and experiences of German SMEs in India, Indonesia, Japan, Malaysia, South Korea, the Philippines and Thailand, published by RKW. • Development of sustainable industry strategies for Gaziantep, South Eastern Anatolia (Machinery Industry, Automotive Industry, Textile Industry, Food Industry) , European Commission. • Feasibility study for an environmental technology transfer center in Mohammedia, Morocco (GTZ) (successfully submitted to the UNDP-UNEP Seedaward). • Concept and Training on „Sustainability Management in the Indian automotive Industry“, IHK Trade Development and Management Consulting Ltd. (EU-Indian Cross Cultural Program) • Study on innovation policy trends in selected Asian countries (India, China, Thailand and Indonesia) and the MEDA region (Tunisia, Egypt, Jordan), GTZ

Date: from - to	10/1994 - 03/1998
Location	New Delhi, India
Company	United Nations Asian and Pacific Center for Transfer of Technology (UN-APCTT) – GTZ Project headed by Dr. Jürgen Bischoff
Position	Associate Expert, Head of Department
Description	<p>Promotion of environmentally sound technologies in the Asia Pacific Region, among others:</p> <ul style="list-style-type: none"> • Assisting European and Asian small and medium scale companies in matchmaking, finance syndication, contract negotiations

	<p>and investment project execution</p> <ul style="list-style-type: none"> • Assistance in setting up an “International Network for Transfer of Environmental Technologies (INTET)” funded by UNDP under the METI project (Mechanism for Exchange of Technology Information) • Development and marketing of a data base on technology information, demonstration projects, experts and institutions in the field of environmentally sound technologies • Organization of En-techmart 1996 involving more than 100 SMEs from Europe and Asia resulting in more than 400 business meets and 20 technology transfer contracts • Assistance in the organization of an expert group meeting on “Barriers in the transfer of environmentally sound technologies for SMEs” • Formulation of case studies on successful and unsuccessful Indo-German company collaborations • Organization and execution of training programs for Asian SME in the field of investment project pre-appraisal in collaboration with the Small Industries Development Bank of India (SIDBI) • Coordination of a Solar Diesel Hybrid System Development Program in collaboration with the Indian Renewable Energy Development Agency (IREDA)
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Date: from - to	1993-1994
Location	Paris, France
Company	Air Liquide, S.A.
Position	Consultant
Description	<ul style="list-style-type: none"> • Benchmarking activities of European competitors in the field of environmental technology development • Organizing of training for researchers in the field of intellectual property rights • Market study for the various environmental applications of technical gases

Date: from – to	1992-1993 (6 month)
Location	Paris, France
Company	Institut Francais du Petrole
Position	Research Assistant
Description	<ul style="list-style-type: none"> • Survey of data on various emissions from fix and mobile sources • Modelisation of traffic related pollution in Paris region based on statistical data and emission factors for a variable car park • Proposal of strategies to reduce ozone and emissions in European agglomerations

Date: from - to	1992 (6 month)
Location	Paris, France
Company	Centre Energétique de l'Ecole Centrale Paris

Position	Research Assistant
Description	<ul style="list-style-type: none">• Development of a computer model to calculate movements of double diffusive liquid gas tanks

Date: from - to	1991 (4 month)
Location	Aachen, Germany
Company	Fraunhofer Institute for Production Technology, Aachen, Germany, (4 month)
Position	Research Assistant
Description	<ul style="list-style-type: none">• Study on knowledge acquisition for expert systems