



INNOCENT BASSO | Iringa, Tanzania

Inno is a strategic, systematic and data oriented professional, who combines an appetite for innovation, with a relentless focus on execution excellence and team care. His experience draws both from large international consulting firms and very hands-on experience in trialing, scaling and managing agro-dealer shops across multiple regions in Tanzania.

EXPERIENCE PRIOR TO TANZA VENTURES

Rural Retail & Scale Manager | One Acre Fund Tanzania | June 2018 - Aug 2023 | Iringa, Tanzania

- Designed, tested and scaled a rural retail program to increase smallholder farmers' access to quality inputs; in three years the program scaled from 1 to 40 agro-dealers in four regions, surpassing revenue targets of \$10m.
- Addressed working capital and staffing constraints by shifting agro-dealers shops from credit and cash; to cash only whilst integrating them alongside One Acre Fund's traditional village based credit program, resulting in entirely incremental sales from agro-dealer shops, contributing to a 50% boost in company total revenue.
- Under major time crunch; coordinated the design and execution of the Ministry of Agriculture's national fertilizer subsidy in 2022-23 (which covered over \$150 million of fertilizer imports); enabling perfect traceability of all fertilizer bags sold in agro-dealer shops to the individual farmer via unique QR code tracking.
- Provided various scale support to the One Acre Fund credit program, including but not limited to:
 - Developing a data driven expansion survey that laid the way for new region and village expansion.
 - Simplified and streamlined the enrollment process; reducing farmer touch points from four to one, leading to a more customer centric process, resulting in 15% more farmers enrolled when launched.
 - Facilitated annual enrollment postmortems, systematically capturing lessons learned from each year and ensuring continuous improvements in strategy and execution year on year.
- Independently piloted One Acre Fund's credit program in Northern Tanzania (AruMeru district), which included:
 - Recruited and managed a 35-member field team, overseeing enrollment campaigns in 30 villages.
 - Coordinated weekly strategic priorities, including extension services, prepayment, input distribution, and repayment, consistently reaching repayment >98%.
 - Discontinued the program due to limited impact, ensuring staff care and managing reputational risks.

Business Analyst | Deloitte Consulting Ltd | Oct 2016 - May 2018 | Dar Es Salaam, Tanzania

- Coordinated data collection for a viability study for fourteen Public-Private Partnership infrastructure projects and served as a liaison between three international teams of consultants and the client.
- Designed an inventory management plan and projections for a governmental medical supplies agency.
- Supported the design of a blueprint for a USSD mobile health application for a consortium of public health NGOs to track the need of medical supplies in rural Tanzania.

Data Analyst | Chicago Commons | July 2015 - July 2016 | Chicago, USA

- Maintained and analyzed program performance data. Curated reports on key program metrics to inform program priorities and vision, and in accordance with donor requirements.
- Initiated efforts to administer engagement surveys online and on mobile phones; presented potential costs and savings from minimizing redundancies in data collection.

EDUCATION

- Bachelor of Arts in Economics | University of Chicago, IL, USA | 2011 - 2015