



JENNIFER LINDGREN | Iringa, Tanzania

Jenny's strengths lie in her ability to handle data, conduct analysis, simplify the complex, identify critical paths, refine strategies, and strike a balance between flexibility and structures. She is a results-oriented professional with a proven track record of driving growth and delivering impactful results. Experienced in leadership, project management, and financial analysis across diverse industries. Skilled in team building, strategic planning, and cross-functional collaboration.

EXPERIENCE PRIOR TO TANZA VENTURES

Country Director | One Acre Fund Tanzania | April 2015 - Jan 2023 | Iringa, Tanzania

- Led One Acre Fund Tanzania, delivering life-changing inputs and extension services to nearly 200,000 smallholder farmers in 350+ remote rural villages.
- Managed a team of 550 employees and achieved a total turnover of ~\$25m, demonstrating consistent growth since joining the organization in 2015.
- Improved program performance annually despite challenges such as a global pandemic, adverse climate conditions, and rising fertilizer prices. Key achievements include:
 - Repayment rates increased from 90% in 2018 to 99% in 2022.
 - Average farmers served per village rose from 160 in 2018 to >190 in 2022.
 - Reduced total net deficit from \$8.4m in 2019 to ~\$6m in 2022.
 - Farmers consistently achieved ~30% higher yields compared to control.
 - Improved hunger, food security, and farmer's asset base indicators compared to control.
- Pioneered the transition to a fully digital platform for repayment, enrollment, and client orders.
- Established a network of ~40 retail shops in rural locations across 4 regions.
- Diversified investments (despite lowering overall net deficit) to include an Agroforestry department, delivering 2.5 million trees to farmers over two seasons and introducing a Carbon Credit trial.
- Received the highest team satisfaction rating among 9 One Acre Fund countries in the 2021 Team Culture Survey, with 97% of staff feeling positive about their work and the organization.
- Note: Head of Systems One Acre Fund Tanzania (Logistics, Business Operations, Finance, etc.) 2015-2017.

Finance Manager | Procter & Gamble | Feb 2011 - March 2015 | Geneva, Switzerland

- Led financial analysis for the innovation portfolio across Europe, India, Middle East, and Africa, including for at the time, the largest product initiative worldwide.
- Consolidated responsibilities of three financial analysts, reducing overhead costs.
- Developed long-term financial strategies for multi-billion-dollar portfolios.

Consultant | Arthur D. Little | March 2008 - Jan 2011 | Stockholm, Sweden

- Conducted numerous commercial due diligence for private equity and venture capital firms.
- Led projects in areas such as growth strategy, organizational reviews, and efficiency programs.

EDUCATION

- M.Sc. in Accounting & Financial Management | Stockholm School of Economics | 2004 - 2008
- Corporate Strategy and Management | Indian Institute of Management Bangalore | 2007
- International Baccalaureate | Filbornaskolan Helsingborg | 1999 - 2002