

## Curriculum Vitae

### Mukunda Gyawali



#### Summary

Highly experienced and skilled in business management, start-up, innovation, and entrepreneurial development sector. Corporate trainer with solid communication and facilitation abilities, working for new innovation and economic growth through the creation of employment and enterprises.

#### **Personal Information**

Date of Birth- 3<sup>rd</sup> August,1980  
Nationality- Nepali  
Language Fluency- Nepali, English, Hindi  
Permanent Address- Ruru 4,Gulmi Nepal  
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#### **Educational Academic Qualification**

S.N.	Level	Specialization Subject	Institute	Year
1	Master In Business Study (MBS)	Finance	PN Campus Pokhara Tribhuban University (TU)	2007-2009
2	Bachelor In Business Study(BBS)	Finance	Lumbini Banijya Campus Butwal Rupandehi (TU)	2001- 2004
3	Intermediate Commerce (+2)	In Computer Science	Lumbini Banijya Campus Butwal Rupandehi	1998-2000
4	School Leaving Certificate (SLC)	Optional Math	Shree Janabodha Higher Secondary School Ranibass, Gulmi	1998

#### **Experience/Expertise**

##### **Executive Director**

##### **Confederation of Industries Lumbini Province**

##### **Since 2021-**

Working towards promoting local industries in the province level and helping them grow and succeed through creating networking opportunities, organizing trade shows, and other training programs. Advocating for industries and working towards advancing their interests and addressing their problems. Building relationships with key stakeholders at the provincial and central levels, including government officials, business leaders, and associations. Responsible for overseeing the day-to-day operation, including managing staff, creating budgets, developing policies, and organizing committee meetings.

##### **Business Promotion Officer/ Senior Business Promotion Officer (Office Chief)**

Industrial Enterprise Development Institute (IEDI)

(2004 - 2021) Nepalgunj Pokhara and Butwal

Responsible for conducting entrepreneurship training programs in any part of the country according to government priorities and development partners' requirements. Especially I am working in three thematic areas: supporting potential entrepreneurs to start their own businesses, assisting existing entrepreneurs to manage their respective businesses, and enhancing the capacity of BDS provider institutions. Lead all program activities related to enhancing youth empowerment in entrepreneurship and capacity development in the private sector. Conduct a training needs assessment and prepare an appropriate training package. Conduct training in the target group, such as a business awareness workshop, business creation training, business management training, and various trainer trainings. Feasibility Study and Research in Different Disciplines Organize various need-based trainings with the coordination of NGO/INGOs, line agencies, stakeholders, service providers, and local government to enhance the capacity of the target group.

### **District Program Coordinator (DPC)**

Rural Enterprise Assistance Program (IEDI/ REAP) Program (a program implemented by IEDI and funding by ICCO and SNV Nepal)  
2005-2008 Mugu

Assist local partner NGOs with project implementation, skill building, and results tracking by providing project management services. Oversee the implementation of project activities. identifying target and pro-poor households through participatory tools, conducting need assessments among target beneficiaries, and providing feedback to include in the planning building the capacity of local partners' to deliver services for the promotion and development of rural enterprises as well as microenterprises. Plan to alleviate poverty and marginalization through income generation as well as rural business creation and development, we provide input and support. Enhancing the capabilities of private sector organizations and promoting their contribution to the district's economic growth. Collaborating and organizing with the public, private, and non-profit sectors to offer integrated support programs for income generation and microenterprise growth. Encourage public-private partnerships for efficient economy development.

### **Consulting Assignment as a Corporate Trainer/ Business Coach, Leadership and Motivational Speaker**

<b>Theme 1: Entrepreneurship Competencies Development for Potential Entrepreneurs. Startup support program ( SIYB EDP,MECD,NBC)</b>		
<b>Partner Organization</b>	<b>Activities</b>	<b>Achievement</b>
ILO , Action Aid, Wean Saathi Partnership Project, HMG/MW-RFTC,Surkhet, DLGSP, RUPP, SAC/Nepal, UNDP/IRD, EF/Helvetas, CARE Nepal, Save the Children, CG Foundation, CDM Butwal SIMI-Nepal IM Swedish Partner organization, STROME Nepal, SNV Local Government ADRA Nepal ENSSURE,	Conducted various EDP and SIYB Training in different location all around the country to equip the entrepreneurial competencies of potential entrepreneurs.  Working with special group like Bhutanese Refuses, Tibetan Refuses, Migrant Returnees, Conflict Victim single women, community user group, Youth and ex- army etc	Conducted more than 500 training and trained 10000 plus trainees in enterprise education. Out of them almost 20% participants started their own business

<b>Theme 2 : Business Plan Preparation and Business Management Training for existing Entrepreneurs</b>		
Chamber of Commerce, Chamber of Commerce & Industries Industries Association CNI, FNCSI, FNCCI HAN, REBAN, Fair Trade Group Nepal	Business Management Training Productivity & Quality Improvement Training Double Entry Book Keeping with VAT Training Salesmanship Training	Conducted more than 250 training and trained 5000 existing entrepreneurs in different discipline.
<b>Theme 3 : Capacity Development ,Intuitional Development and organizational strengthening</b>		
Training of trainers, Strategic Planning Workshop, Leadership Development & Team Building Program		
Partner Organization / Clients	Activities	Achievement
Nepal Federation of Cottage & Small Industries, Rupandehi Rupandehi Chamber of Commerce Rampur Chamber of Commerce & Industries Palpa Nepal Federation of Printing Industries Kathmandu Gold & Silver entrepreneurs Association Rupandehi INGOs/NGOs	<ul style="list-style-type: none"> <li>• Preparation of Business Strategy of various organization and industries</li> <li>• Conducted Strategic Planning workshop using IDOS tools</li> <li>• Conducted more than 50 SIYB/ MECD/EDP TOT program</li> <li>• Leadership and Team Building Workshop</li> </ul>	Developed strategic plan and policies in various organizations. Developed more than 300 trainers Conducted 50+ leadership and teambuilding workshop
<b>Theme 4 : Financial Literacy, Financial Management Manual Development, Saving Credit Product Design and Cooperative Management</b>		
Partner Organization / Clients	Activities	
Financial Company, Micro Credit Institution, Saving and Credit Groups  Janautthan Saving & Credit Cooperative Lumbini Specialized Cooperative Association Maniprava Saving and Credit Cooperative Prayas Saving & Credit Cooperative Jagriti Multipurpose cooperative	Financial Literacy, Package Development and Saving Credit Product Design Cooperative management Training Director Competencies Development & Leadership Training Strategic Planning Workshop Cooperative Education Cooperative entrepreneurship	Financial Literacy Training and Package development. Saving Credit product Design
<b>Theme 5: Establishment and strengthening Business Incubation Centre</b>		
Partner organization/Clients	Task	
Butwal Icube BUICC LBC Business Incubation Centre KNIT/CTEVT Business Incubation Centre BTI/UNDP Nabil School of Social Entrepreneurship	Ideation workshop Entrepreneurship Boot Camp Business Model Development Business Plan Preparation Business Health Checkup Mentoring & Counseling	
<b>Theme 6: Feasibility Study and Research</b>		
Partner organization/Clients	Task	

UNDP/BTI/Butwal Sub metropolitan City IM/IRDC Kapilbastu Rastriya Rojgar Parbardhan Kendra/ CECI, REAP/SNV Mugu Cottage & Small Industries Department Nepal	Rapid Market Assessment in Rupandehi and Kapilbastu Labour Market Survey in Rupandehi Market Assessment Report on Innate and viable skills to initiate livelihood opportunities in Sarlahi Business Readiness Assessment in Mugu Business Potentiality Study in Gorkha and Lamjung <u>Role of Microfinance in Employment Generation in Micro Enterprises</u> Journal of Nepalese Business Studies ( <a href="https://www.researchgate.net/publication/292344734">https://www.researchgate.net/publication/292344734</a> )
<b>Training Manual and Business Development Package Development</b>	
LWF	Business development package for Tibetan refugees.
IEDI	Business Plan Manual
Various organization	Entrepreneurship Development Manual
<b>Special Program on Entrepreneurship Development for Migrant Returnees organized by ENSSURE -II</b>	
ENSSURE Lumbini Province	Two events at Butwal Sub metropolitan city, Rupandehi and Tansen Municipality, Palpa
ENSSURE Bagmati Province	One Event at Bharatpur Metropolitan City, Chitwan
ENSSURE Koshi Province	Two Event at Suryoday Municipality, Ilam Budiganga Municipality, Morang

## Professional Involvement/ Knowledge Exchange

### Lecturer

Crimson College of Technology,  
BBA Program (**Strategic Business Management and Operation Management**)  
Department of Management Pokhara University

Kshitiz International College  
MBS Program (Entrepreneurship Development)  
Tribhuvan University

### Chairman

Proveda Nepal Pvt Ltd  
(A manufacturing industry of herbal cosmetic products)  
(Since 2019)

### Board of Director

- Janautthan Saving & Credit Cooperative  
(Since 2020 for four Years)

### Training & Certification:

- ❖ International Program on Training Techniques for Financial Institution and Cooperative NCUI CICTAB India 2023
- ❖ Certified SIYB Master Trainer ILO 2022
- ❖ SIYB Master Trainer ILO, 2018
- ❖ Research Capacity Enhancement, Samartha Nepal – NMDP 2016
- ❖ Training of Trainers on Business Skill Kathmandu University 2015

- ❖ Training of Trainers on Entrepreneurship Motivation Kathmandu University 2015
- ❖ Basic Productivity Practitioner APO Japan 2013 Philippines
- ❖ SYIB Training of Trainer IEDI Nepal 2013
- ❖ Strategic Leadership 2013 IEDI Kathmandu
- ❖ Strategic Business Management Trainer UNDP Malaysia 2012
- ❖ TOT on Resource Management IEDI/IEM 2006
- ❖ Enterprise Management & Counseling Trainer IEDI Nepal, 2005
- ❖ Gender Responsive Planning UNDP 2005
- ❖ Micro Enterprise Creation & Development Trainer IEDI Nepal 2005
- ❖ Radio Anchoring and Master of Ceremony Oasis Foundation 2003

### **Skill & Strengths**

- ❖ Training, Mentoring and facilitation skill
- ❖ Project Planning & Management skill
- ❖ Communication and Presentation Skill
- ❖ Strategic Planner
- ❖ Leadership and Motivational speaker
- ❖ Salesmanship and Accounting Skill

### **International Workshop & Seminar:**

Exposure Visit in Bangladesh / India

Training on Development of Productivity Practitioner (DPP Basic); Philippines

International Training of Trainer on Cooperative and Rural finance India

### **Social Organization Involvement:**

- President 2020/21 Lions Club Shankarnagar, Lions International 325B2
- Zone Chairperson 2021/22 Lions International 325B2
- Area Secretary Area 4 Lions International 325 P 2022/2023
- District Deputy Secretary Lions International 325 P 2023/2024
- Senior District Advisor Lions International 325P 2024/2025
- Advisor Federation of Nepal Cottage and Small Industry, Lumbini Province
- Advisor Lumbini Fruits vegetables entrepreneurs Association Rupandehi



# The Start and Improve Your Business Programme of the International Labour Organization



International  
Labour  
Organization

Certifies and licenses

**Mukunda Gyawali**

as competent to undertake the duties and responsibilities of an

**SIYB MASTER TRAINER**

NP/5/405

License Number

AUG 2022

Date

Trained by

Gemunu Wijesena

Certified and Licensed by

SIYB Global Coordinator, ILO Geneva