

Curriculum vitae

Category:

1. **Family name:** Pfeiffer
2. **First names:** Roger Roland
3. **Date of birth:** 21 February 1961
4. **Passport holder:** Grand-Duchy of Luxembourg
5. **Civil status:** Married, 2 children
6. **Education:**

| Institution [Date from - Date to] | Degree(s) or Diploma(s) obtained: |
|--|---|
| Free University of Teufen, Switzerland 1990-1993 | Ph.D. in transport economics & logistics |
| DAV ¹ , Bremen / Germany 1989-1989 | Diploma in business economics and logistics |
| "Wirtschaftsakademie", Blieskastel / Germany 1986-1988 | Diploma in business economics especially marketing, operations research and industrial management |
| "Lycée Technique Michel Lucius" & "Lycée des Garçons", Grand-duchy of Luxembourg 1973-1981 | Secondary School, technical section |

7. **Language skills:** Indicate competence on a scale of 1 to 5 (5 - excellent; 1 - basic)

| Language | Reading | Speaking | Writing |
|---------------|---------|----------|---------|
| English | 5 | 4 | 4 |
| French | 5 | 5 | 5 |
| German | 5 | 5 | 5 |
| Spanish | 4 | 4 | 4 |
| Luxembourgian | 5 | 5 | 5 |

8. **Membership of professional bodies:**

- Association of International Consultants (AIC)
- Gerson Lehrman Group Council (GLG)
- The Development Executive Group (DEVEX)
- Technical Assistance Consultants United (TACU)

9. **Other skills:** (e.g. Computer literacy, etc.)

Microsoft Office Package (Access, Excel, Word, PowerPoint, Project & Visio); interpretation and use of the norms ISO 9000-4; structures and processes in cultural comparison; intercultural communication and cooperation for Sub-Saharan Africa, Central and Latin America; management techniques, project management, emotional skills, security in unstable environments.

10. **Present position: Independent Transport Economist**

11. **Years within the firm:**

12. **Key qualifications:** (Relevant to the project)

Transport economics & politics; transport sector strategies; supply-chain-management & logistics; multi-modal transport, management systems; restructuring & upgrading, fleet management; privatization, concession agreements; warehousing; packing; physical distribution; curriculum development & qualification standards; human resource management.

¹ Deutsche Außenhandels – und Verkehrsschule

13. Specific experience in the region:

| Country | Date from - Date to |
|--------------------|---|
| Algeria | 02/2006-04/2006 09/2010-02/2011 |
| Azerbaijan | 11/2006-12/2007 |
| Bosnia-Herzegovina | 05/2006-07/2006 03/2009-04/2009 |
| Burundi | 05/2007-10/2007 |
| Cameroun | 10/2008-03/2010 |
| CEMAC Countries | 06/2008-12/2008 |
| Central America | 05/2001-05/2001 08/1997-08/2000 |
| ECCAS Countries | 10/2010-02/2011 |
| ECOWAS Countries | 08/2009-09/2009 |
| Ethiopia | 02/2010-12/2010 |
| Germany | 02/1984-08/1985 |
| Ghana | 10/2009-06/2010 |
| Luxembourg | 09/2000-12/2001 09/1985-03/1997 09/1981-01/1984 |
| Macedonia | 11/2006-07/2007 |
| Mali | 02/2011-ongoing |
| Morocco | 03/2002-10/2002 06/2001-11/2001 |
| Rwanda | 01/2008-03/2008 |
| South Africa | 04/2002-10/2005 |
| TRACECA Countries | 01/2008-07/2008 |

14. Professional experience

| Date | Location | Company & Reference Name Contact details | Position | Description |
|-------------------------|---------------------------------|--|---------------------------------|--|
| 02/2011 - ongoing | Mali | Louis Berger, Paris, France EuropeAid/130041/D/SER/ML Mr René Cousin +33 (1) 45783939 | Project Team Leader | Study on a new transport policy and transport infrastructure in Mali Development of a vision for the transport sector, define an overall transport policy and elaboration of a strategy and action plan for implementation |
| 09/2010 - 02/2011 | Algeria | CCM Consulting Group, Tunis, Tunisia EuropeAid/127054/C/SER/Multi, Request 2010/245081/version 1 Mrs Sonia Toumi +216 (71) 766866 | Transport Specialist | Fact finding mission and formulation of reform programmes for the transport sector in Algeria. Evaluation of current programmes financed by EU Commission, identifying new programmes of support to the transport sector |
| 09/2010 - 01/2011 | Algeria | Consultrans, Madrid, Spain EuropeAid/127518/D/SER/DZ Programme D'Appui au Secteur des Transports Mrs Rocío Tapia +34 (915) 754616 | Road Transport Specialist | Update of the National Transport Plan Algeria Review of the road transport network and formulation of road transport sector policy, strategy and plan of actions |
| 10/2010 - 02/2011 | ECCAS ² Countries | BKP Consulting, Munich, Germany ProInvest CAZ/6129/01 Mrs Ramona Kettenstock +49 (89) 17876047 | Road Transport Specialist | Formulation of a harmonized framework for PPP investments in the transport sector in Central Africa; analysis of priority infrastructure projects for road, ports and railways |
| 03/2010 - 12/2010 | Ethiopia | Egis BCEOM, Paris, France EuropeAid/121745/D/SER/ET Road sector Development Programme – Capacity Building Services Project Mr Ian Jennings +33 (1) 30124995 | Financial Specialist | Review of financial procedures of the Ethiopian Road Authority (ERA) Analysis of current procedures, formulate recommendations in line with international best practises and training for newly developed guidelines |
| 02/2010 - 12/2010 | Ethiopia ³ | Egis BCEOM, Paris, France / European Union External Actions Service Contract 227699 – EuropeAid/125741/C/SER/ACP EU-Africa Infrastructure Partnership – Preparatory Actions and Studies: Technical Assistance for the formulation, preparation and service management. Mr Ian Jennings +33 (1) 30124995 | Transport Specialist | Technical Assistance to the African Union Commission for road and railways Identify regional infrastructure projects for both road and railways, prepare forecasts and procurement notices, draft ToR's and prepare tender dossiers, tender evaluations and contract preparation. |

² Economic Community of Central African States

³ Countries visited: SADC / Botswana

| Date | Location | Company & Reference Name Contact details | Position | Description |
|-------------------------|----------------------------------|---|--------------------------|---|
| 10/2009 - 06/2010 | Ghana | Egis BCEOM, Paris, France EuropeAid 9 ACP GH 019 Mr Ian Jennings +33 (1) 30124995 | Transport Economist | Integrated Transport Plan for Ghana Economic and Financial Evaluation of Transport Projects for Road and Railways Development of economic, financial, socio-economic and environmental assessment criteria for the evaluation of planned road and railways infrastructure projects, Development of road safety strategy with plan of actions including vehicle controls, law enforcement, accident reduction, horizontal and vertical signalisation, securing of driver licenses, axle load controls, awareness campaigns |
| 08/2009 - 09/2009 | ECOWAS ⁴ countries | GOPA, Eschborn, Germany ECOWAS / EuropeAid 9 ACP ROC 14 Technical Assistance to the ECOWAS Secretariat and the UEMOA Commission for the Implementation of the Transport Facilitation Project Mr Bernd Brunnengräber +49 (6172) 930528 | Maritime Expert | Drafting of Terms of Reference: Need Assessment study for capacity building of Member States regarding the implementation of the ISPS Code; Study of Freight Forwarders market in West Africa – Problems and Impact to transport chain charges along main transit corridors; Pre-feasibility study on the potential for development of Container Freight Stations (CFS) and Inland Clearance Depots (DryDocks) in the West African region, especially along corridors leading to land-locked countries |
| 07/2009 - | Cameroun | Batack Conseil S.à.r.l., Douala | Managing Partner | Consulting & Training for the Transport and Customs Sector |
| 03/2009 - 04/2009 | Bosnia- Herzegovina | Corporate Solutions, Middlesex, United Kingdom / European Bank for Reconstruction and Development (EBRD) Mr Kayvon Adhami +44 (20) 84237711 | Organizational Expert | Technical Assistance in Business Management for the Road Directorate of the Federation of Bosnia and Herzegovina ("RD FBH") and Republika Srpska Roads ("RSR") Analysis of institutional and legal framework, operational issues, human resources needs and capacity building |
| 10/2008 - 03/2010 | Cameroun | Egis BCEOM, Paris, France / African Development Bank & The World Bank Mrs Christine Michelet +33 (1) 30124782 | Project Team Leader | Elaboration of a transport sector strategy in the Republic of Cameroun for all modes of transport (road, railways, air and sea) Development of an infrastructure investment plan and PPP, public transport concept, institutional and legal framework, human resources aspect in public administrations, professionalization of the transport sector stakeholders and transport policy, Development of road safety strategy with plan of actions including vehicle controls, law enforcement, accident reduction, horizontal and vertical signalisation, securing of driver licenses, axle load controls, awareness campaigns, border controls |

⁴ Economic Community of West African States / Countries visited: Benin, Burkina Faso, Côte d'Ivoire, Ghana, Nigeria, Togo

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|-------------------------|-----------------------------------|--|--------------------------|---|
| 06/2008 - 12/2008 | CEMAC ⁵ countries | CIMPOL-AETS, Paris, France / CEMAC / EuropeAid 125506/D/SER/RCE Mr Tchapa Tchouawou +237 33002923 | Project Team Leader | Implementation of an observatory of abnormal practice in the road transport corridors (FASTRAC Programme) with surveillance of technical standards of vehicles, reductions of border controls (one-stop border posts) |
| Date | Location | Company & Reference Name Contact details | Position | Description |
| 01/2008 - 03/2008 | Rwanda | GTZ International Services, Eschborn, Germany / EuropeAid 9.ACP.RW.012. Rwanda Road Infrastructure Support Programme (RRISP) Mr Hans Männchen +49 (2628) 1764 | Organizational Expert | Technical Support to the Road Maintenance Fund in organizational structure Analysis of legal and institutional framework, recommendations on human resources needs and capacity building |
| 01/2008 - 07/2008 | TRACECA ⁶ countries | NTU-Strategic Development & Consulting, Aalborg, Denmark / EuropeAid Request n° 2007/145586 Mr Lars Bentzen +45 99300000 | Land Transport Expert | Support to the preparation of the project "Transport safety and security in the NIS" Development of terms of reference for road safety and security projects in the TRACECA regions including vehicle controls, law enforcement, accident reduction, horizontal and vertical signalisation, securing of driver licenses, axle load controls, awareness campaigns, border controls |
| 05/2007 - 10/2007 | Burundi | Hydroplan GmbH, Worms, Germany / International Development Association (Worldbank) / Credit no. 3-874 BU du 02.04.2004 Mr Rainer Goettel +49 (6241) 910327 | Project Team Leader | Institutionnel Audit of the « Fonds National des Routes, Office des Routes, Agence de Location de Matériel, Laboratoire National du Bâtiment des Travaux Publics » Institutional, financial and operational audit of the named institutions, capacity needs and evaluation of privatization options |
| 11/2006 - 07/2007 | Macedonia | Hydroplan GmbH, Worms, Germany / European Agency for Reconstruction / CARDS Programme 06MAC/09/102 Mr Rainer Goettel +49 (6241) 910327 | Project Team Leader | Assisting the Ministry of Transport and Communication in drafting a National Road Transport Strategy. Development of transport policy, road and airport infrastructure investments, logistical & multi-modal transport concepts and public transport including vehicle controls, law enforcement, accident reduction, horizontal and vertical signalisation, securing of driver licenses, axle load controls, awareness campaigns, border controls |
| 11/2006 - 12/2007 | Azerbaijan | Pohl Consulting & Associates GmbH, Berlin, Germany / TACIS Programme EuropeAid/119968/C/SV/AZ Mr Andreas von Brühl-Pohl: +49 (30) 2008920-0 | Project Team Leader | Capacity building in the Ministry of Transport; development of a computerization master plan for the MoT, defining the structure of the future Civil Aviation Authority in separating operational and regulatory functions at the National Azeri Airline, reorganisation and strengthening of the Maritime Administration Authority in separating operational and regulatory functions from the Port of Baku and the Caspian Shipping Company |
| 09/2006 - | United Kingdom | RYTM (Holding) Ltd., Birmingham Pfeiffer Consulting & Associates, Birmingham | Managing Partner | Managing the Family Holding Company and its participations Managing the Consulting company specialized in the Transport Area |

⁵ Communauté Économique et Monétaire de l'Afrique Centrale / Countries visited: Cameroun, Central African Republic, Chad

⁶ Transport Corridor Europe-Caucasus-Asia (multilateral organization supported by the European Union) / Countries visited: Armenia, Azerbaijan, Kazakhstan

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|--------------|-------------|---|-------------------------------------|---|
| 05/2006 - | Bosnia - | Parsons Brinckerhoff Ltd., Brussels, Belgium / EU-Delegation Sarajevo / | Ports and River Transport Expert | Assisting the ministry of transport in building its capacity in preparation of the draft terms of reference concerning provision of market and demand study for the ports of Sava River Brcko and Samac, provision of study on intermodal transport and TER compliant railway corridor of the Pan European Corridor Vc including transport planning, scenario building and modelling. |
| 07/2006 | Herzegovina | EuropeAid/119860/C/SV/Multi / Specific Contract No 2006/119972 Mr Ted Sheldia +32 (2) 2232243 | | |

| Date | Location | Company & Reference Name Contact details | Position | Description |
|-------------------------|-----------------|--|---------------------------|--|
| 02/2006 - 04/2006 | Algeria | Pohl Consulting & Associates, Munich, Germany / MPPI DZA/B7- 4100/1B/98/0708-17 Mr Andreas von Brühl-Pohl: +49 (30) 2008920-0 | Project Team Leader | Financial and operational diagnostics of the state owned transport companies TVC, TRANSUB and the road passenger main station SOGRAL in Algiers. Definition of privatization package. Development of the financial and operational strategy of the privatized and merged company. Draft of the technical note for the privatization process. Scenario planning and traffic forecasts. |
| 04/2002 - 10/2005 | South Africa | TETA ⁷ /CIM ⁸ , Johannesburg, South Africa Dr Jasper Köcke +49 (69) 71912133 | Integrated Expert | Acting EO Taxi Chamber, Acting Skills Development Manager, Learnership Officer Forwarding & Clearing, Manager for the NSF ⁹ funded project for the informal Small Boat Fishing and Taxi Industry, Coordinator of the Standard Generating Bodies, development of learnerships and the Sector Skills Plan, SME Development and Transformation (Black Economic Empowerment & Equity Issues), Sector Skills Plan, skills planning and forecasting |
| 07/2002 - 10/2002 | Morocco | Bernard Krief Consultants S.A., Paris, France / MEDA Programme Euro Maroc Entreprise ACR 158-BP-6-OT Mrs Beatrice Alba +33 (1) 53058001 | Project Team Leader | Operational Diagnostics & Business Plan for COTUMA (Casablanca) Analysis, streamlining and upgrading of operations, marketing, administration in a road transport company busy in long haulage |
| 03/2002 - 04/2002 | Morocco | Pohl Consulting & Associates, Munich, Germany / MEDA Programme Euro Maroc Entreprise ACR 118-DS-6-OT Mr Andreas von Brühl-Pohl: +49 (30) 2008920-0 | Project Team Leader | Plan of action and implementation for "La Voie Express 2" (Casablanca) Review of operations, warehousing and distribution system. Streamlining of vehicle fleet costs, recommendation of international cooperation partners in parcel services. |

⁷ Transport Education and Training Authority

⁸ Centrum für Internationale Migration und Entwicklung (Integrated Expert Programme)

⁹ National Skills Fund, South Africa

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|-------------------------|-----------|--|------------------------|---|
| 06/2001 – 11/2001 | Morocco | Pohl Consulting & Associates, Munich, Germany / MEDA Programme Euro Maroc Entreprise ACR 062-V-I-5-MAN-OT Project Team Leader Mr Andreas von Brühl-Pohl: +49 (30) 2008920-0 | Project Team Leader | Organize and implement a logistics department at SADET S.A., Casablanca Analysis of production and quality procedures of a prefabricated concrete slabs producer. Reorganizing raw material supply, transport to end customer and warehousing |
| 05/2001 – 05/2001 | Nicaragua | Michael Grace ¹⁰ , San José, Costa Rica | River Transport Expert | Feasibility study on tourism and transport on the lake of Nicaragua and the ECO Channel |

¹⁰ M. Grace's grandfather, a New York businessman, held the concession to build a channel across Nicaragua

| Date | Location | Company & Reference Name Contact details | Position | Description |
|-------------------------|---------------------------------|--|---|--|
| 08/1999 – 08/2000 | Nicaragua | INCAE-CLACDS ¹¹ /CIM, Managua, Nicaragua Dr Jasper Köcke +49 (69) 71912133 | Integrated Expert, Senior Investigator for infrastructure and logistics | Study and analysis for alternative routes to the Pan-American Highway including analysis of road taxation & fuel taxes, traffic forecasts, study of the different proposals of an interoceanic canal in Nicaragua (dry and humid canal), Paper for the implementation of logistical concepts in Central America. |
| 08/1997 – 07/1999 | Nicaragua ¹² | COCATRAM ¹³ /CIM, Managua, Nicaragua Dr Jasper Köcke +49 (69) 71912133 | Integrated Expert | Consultancy of Central American Ports to introduce an effective system of cost calculation and controlling; introduction course on Multimodal Transport; pre-diagnostic to actualize the Multimodal Transport Project of COCATRAM; technical consultant to the project, maritime traffic and road traffic forecasts. Privatization of ports especially Costa Rica, Honduras and Panama, Proposal to create a Department of Transport in Panama |
| 06/2001 – 12/2001 | Grand-Duchy of Luxembourg | Van Gend & Loos S.A Mr Marcel Beaume +352 879685 | Manager Key Accounts & Customer Service LTL/FTL | Responsible for sales, cost calculation and offers to key accounts, a subsidiary of Deutsche Post Worldwide busy in FTL, LTL and parcel services |
| 11/1994 – 03/1997 | Grand Duchy of Luxembourg | NORTON S.A. (St. Gobain) | Manager Warehouse & Traffic, European Distribution Centre | Responsible for outgoing shipments by all modes, customs procedures, letters of credit world-wide, risk management; price negotiations and selection of carriers, warehouse finished goods inclusive packing and handling; invoicing; logistical coordination of all out-sourced products. Norton is a producer of diamond cutting and drilling tools, abrasives and machinery |
| 01/1992 – 12/1996 | Grand-Duchy of Luxembourg | Independent | Transport Consultant & Sworn Claims Surveyor | Organisational & operational restructuring of transport companies, accident investigation, transport damage evaluation for transport companies, insurance companies and Lloyds Benelux, claim certificates and pre-shipment inspections. |
| 09/1985 – 12/1991 | Grand-Duchy of Luxembourg | Dachser Transport GmbH, formerly Dieter Keller & Co. | Branch Manager | Responsible for administration, marketing & sales, warehousing, distribution of land, air and sea shipments inclusive claims. Dachser Transport is a freight forwarding company and offers from parcel service's up to LTL and FCL services for all modes of transport |

¹¹ Instituto Centroamericano de Administración de Empresas-Centro Latinoamericano de Competitividad y de Desarrollo Sostenible

¹² Countries visited: Costa Rica, El Salvador, Honduras, Guatemala, Panama

¹³ Comisión Centroamericana de Transporte Marítimo

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|-------------------------|---------|--------------------|--------------|---|
| 02/1984 – 08/1985 | Germany | DACHSER GmbH & Co. | Junior clerk | Passing through the departments of distribution on short and long distances, import and export, customs department, warehouse dry and cooled goods, service and claims. |
|-------------------------|---------|--------------------|--------------|---|

| Date | Location | Company & Reference Name Contact details | Position | Description |
|-------------------------|---------------------------------|---|------------|--|
| 09/1981 – 01/1984 | Grand-Duchy of Luxembourg | INTRALUX Transports S.e.c.s. & L.I.F.T. GmbH (Luxguard International Floatglass Transportation) | Dispatcher | Various positions held in dispatching and trucking of dangerous goods, inloaders (glass), trailers, containers by ship and railways, planning of raw-material for Luxguard, booking of ferries, invoicing and transport claims, customs clearance. |

15. Other relevant information (e.g., Publications)

(15a) Publications and seminars

- Transport Sector Skills Plan, Johannesburg 2004
- Coordination & Processes For Standard Generating Bodies, Johannesburg 2004
- International Transport Logistics, Johannesburg 2003
- World Tendencies in the Transport Sector, Johannesburg 2003
- "Asociaciones de Logística", Managua 2000
- "Costos Logísticos y Cargonomics", Managua 2000
- "El Benchmark Logístico", Managua 2000
- "Economía del Transporte", Managua 1999

(15b) Extracurricular Activities:

- **06/94-12/95** Founder and Vice-President of the professional association of travel agents in the Grand Duchy of Luxembourg
- **09/89-08/95** Teacher at the "Lycée Technique du Centre", Luxembourg in transport economics, road transportation, customs clearance, railway transportation, maritime transport and air cargo for transport and travel agent trainees
- **09/90-08/95** Member of the program and examination staff for transport and travel agents at the Department of Education, Luxembourg
- **09/90-12/95** Member of the jury at the Chamber of Commerce, Luxembourg for secretary, transport agent and travel agency trainees
- **01/90-07/97** Lecturer on transport economics and member of the jury at the "Centre Européen AFT" in Strasbourg and Nancy, France