



AMBASSADOR ABDOULIE M. TOURAY

BA (ECONS), MBA

Founder / President

Economist- Investment / Senior Policy Advisor & Mentor

Expertise Skill

- Private Sector Development and Privatization
- Investment Banking
- Financial Management
- Public Enterprise Management
- Human Resources Development
- Economic Management and Capacity Building



Contact

Majestic Apartments 120 Paramount
Park Drive Gaithersburg Maryland 20879
United States of America

Tel: +220 9978829 +1 (240) 556-4562 –
Email: ablie.touray@gmail.com Email:
info@a2a2a.org Website: a2a2a.us

About Me

Born in Banjul - The Gambia, Mr. Abdoulie Touray, started his education career at the then Malfa Infant School and moved to Wesley Primary School. He successfully passed the Common Entrance Examinations and was admitted to Gambia High School and transferred to Form 3 at Armitage High School where he completed his GCE 'O'Level education.

He trained as a Teacher at the then Yundum College now Gambia College before obtaining a scholarship to study at Truett McConnell College in Cleveland, Georgia where he obtained an Associate Degree in Business Administration (cum Laude) in 1974. He moved to Morehouse College and graduated with a Bachelor's Degree in Economics cum Laude in 1976 and proceeded to Atlanta University and obtained his Master's Degree in Business Administration (MBA) in 1979. He did his post graduate at Harvard University and Georgetown University in the United States of America

He returned home in 1980 and joined the National Investment Board as a Development Economist and role through the ranks to become Chairman and CEO in 1989 a position he held up to 1994. In that capacity, he served on the Board of Directors of several notable institutions including telecommunications company, port authority, insurance and banking corporations to name but a few.

He is the Founder and current Chairman and Chief Executive Officer of Sahel Invest Management International. He was appointed as the First Chairman of the Gambia Investment Promotion & Free Zone Agency (GIPFZA) from 2001 to 2003. He also served as Chairman of Public Utilities Regulatory Authority and Chairman of the Governing Council of the University of the Gambia. He is President of the American Chamber of Commerce (Gambia) and Founder President of the West African Chartered College.

His community and sporting activities including serving as Chairman of Marina International School for two consecutive terms from 1995 – 2001.

He also served as President of the Gambia Chamber of Commerce and Industry for two consecutive terms from 2001 to May 2006.

In the sporting arena, he played for the national basketball team and was elected Secretary General of the Gambia Basketball Association in 1982. He was the Coordinator of the Zone II Basketball Tournament hosted by the Gambia in 1985, which was won by the Gambia thus making the Gambia Basketball Team the first team sports to have won the coveted West African Zone II Tournament.

In 1989, he was elected President of the Gambia Basketball Federation for two consecutive terms. He was also elected for three consecutive terms as Secretary General of the Gambia National Olympic Committee. He was decorated by the International Olympic Committee with a Centennial Gold Medal in recognition of his valuable services to the promotion of sports and the Olympic Ideal and inducted into the sports Hall of Fame of the Gambia. He was decorated with the ANOC Merit Award in 2008. He was decorated by the President of the Republic of The Gambia with the Insignia of MRG.

He served as Chairman of the Marketing Commission of the African Association of Olympic Committees of Africa, and is currently the Regional Vice President for Africa of the Commonwealth Games Federation and President of Gambia Cycling Association.

The testimonial on this gentleman from the USAID Mission summarizes it best and reads as follows:

Mr. Touray has a commanding leadership presence and a style characterised by maturity and forward thinking, illustrated in particular by his efforts to create a national vision for The Gambia as the Gateway to Africa. Finally and most importantly, he possesses a refreshing modesty which makes him easy to relate to.”

Former Chairman/ CEO - National Investment Board (NIB)

Former Chairman- Board of Governors- Marina International School

Former Chairman- Board of Governors- University of The Gambia.

Chairman- Board of Governors, West African International School (WAIS)

Chairman- Board of Governors- West African Chartered College (WACC)

President- MG University

Former Chairman- Board of Directors, Public Utilities Regulatory Authority (PURA)

Former Chairman- Gambia Investment Free Zones Agency (GIPFZA) now (GIEPA)

Managing Director- Global Entrepreneurship Network (GEN) USA

President- Africa 2 America 2 Africa LLC- USA

Former President- Board of Directors, Gambia Chamber of Commerce and Industry (GCCl)

Former Chairman- Board of Directors- American Chamber of Commerce (The Gambia)

President- Gambia China Business Council (GCBC)

Former Vice President- Commonwealth Games Federation (Africa)

Former Secretary General- Gambia National Olympic Committee (GNOC)

Former President- Gambia Basketball Federation

Former President- Gambia Cycling Federation.

Former Chairman- Gambia Radio and Television Service (GRTS)

Former Chairman- Gambia Tourism Board (GTBOARD)

Mr. Touray is keenly committed to the Commonwealth virtues and ideals of HUMANITY, EQUALITY AND DESTINY.

PERSONAL

Profession: INVESTMENT ADVISOR / DEVELOPMENT EXPERT

Date of Birth:18th August 1952

Nationality: Gambian

ADDRESS: Postal Address: P.O. Box 1411, Banjul, The Gambia

Mob: (220) 9978829 / 7665050 / 3409797

Email: ablie.touray@gmail.com / touray52@yahoo.co.uk

LANGUAGES AND SPECIAL SKILLS:

Computer Skills: Word Processing, Spreadsheets, PowerPoint

Languages: English (Fluent), French (Fair) Wollof (Mother Tongue)

ACADEMIC QUALIFICATIONS

- **MBA – BUSINESS ADMINISTRATION**
- 1974-76 – Morehouse College, Atlanta Georgia, USA
- **B.A. – ECONOMICS AND BUSINESS ADMINISTRATION**
- 1972 – 1974 Truett McConnell College, Atlanta, Georgia, USA ASSOCIATE DEGREE IN BUSINESS ADMINISTRATION
- 1970-72 – Gambia Teachers' Training College
- 1966-70 – Armitage high School

PROFESSIONAL TRAINING:

- JUNE 2010 – University of Florida – UTILITY REGULATION
- APRIL 1993 – University of Singapore and Commonwealth Secretariat

CERTIFICATE – TOP MANAGEMENT PROGRAMME

- MARCH 1992 – Commonwealth Secretariat Certificate
- CERTIFICATE – FOREIGN INVESTMENT AND PRIVATISATION
- OCTOBER 1988 – United Nations Centre for Transnational Corporation PRIVATISATION STRATEGIES AND TECHNIQUES
- SUMMER 1986 – George Town University Certificate
- CERTIFICATE – PRIVATISATION OPERATIONS AND MANAGEMENT
- SUMMER 1985 – Harvard University, Boston, USA
- CERTIFICATE – PUBLIC ENTERPRISE POLICY AND MANAGEMENT

PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS:

- 1995 to date – Chairman/CEO - Sahel Invest Management International Limited (SIMI)
- 2019-2020 Chairman, GT Board
- 2016 – to date Resident Representative – Global Entrepreneur Network (Gambia)
- 2018 to 2019 – Chairman, Board of Directors – Gambia Radio & Television Services (GRTS)
- 2010 – to date President – American Chamber of Commerce, Gambia
- 2010 – to date Director – Zenith Bank (Gambia) Ltd
- 2010 – to date Chairman – Capital Express Assurance (Gambia) Ltd
- 2004 to date – Chairman - Unique IT Solutions Ltd
- 2004 to date – Chairman – Unique FM Radio
- 2009 to date – President – West African Chartered College, The Gambia
- 2004 to date – Chairman – West African International School, The Gambia
- 2003-2005 - Chairman – Public Utilities Regulatory Authority
- 2004 to 2008 – Chairman Governing Council – University of the Gambia
- 2001-2006 - President – Gambia Chamber of Commerce and Industry Adjunct Lecturer – West African Institute for Finance & Economic Management (WAIFEM)
- Lecturer – University of the Gambia – School of Economics and Business Administration
- 2001 – 2003 Chairman – Gambia Investment Promotion & Free Zone Agency
- 1989 – 1994 - Chairman & Chief Executive Officer, Gambia National Investment Board
- United States EXIM Bank/Corporate Council For Africa - Representative In The Gambia
- 2001 to date – Retainer - Centre For Development Enterprises (CDE) Of The European Union Representative In The Gambia
- 1998 - CHAIRMAN – UN Asia-Africa Expert Group Meeting on Increasing the Productivity and Competitiveness of the Informal Sector in Africa
- 1989 – 1994CHAIRMAN – National Privatisation Task Force
- 1989 – 1994CHAIRMAN – Public Enterprise Reform
- 1992 – 1994GOVERNOR – Multilateral Investment Guarantee Agency (MIGA) of the World Bank Group
- 1992 – 1994CHAIRMAN – Steering Committee – Long Term Economic Vision of The Gambia (Vision 2010)
- 1992 – 1994EDITOR IN CHIEF – National Investment Board Quarterly Investment Newsletter
- 1993 – 1994MEMBER – President’s Economic And Social Council
- 1993 – 1994CHAIRMAN – Task Force for the Establishment of The Gambia Television

SUMMARY OF EXPERIENCE

Vast experience in diagnostic reviews, policy analysis, strategic management, corporate reorganisation and project management. Expertise in corporate governance, reorganisation studies for effectiveness and efficiency in commercial operations (public and private sector organisations). I have also implemented several recommendations relating to business and management improvement with expertise in the following areas:

Strategic analysis and management Financial management, accounting and control
Human resource consulting Performance management and performance improvement
Organisational design and development Investment incentive policy management
Training needs identification and customised training design and delivery.

1989 – 1994 - CHAIRMAN AND CHIEF EXECUTIVE OFFICER Gambia National Investment Board

1984 – 1988 - DEPUTY CHIEF EXECUTIVE AND FINANCIAL CONTROLLER Gambia National Investment Board

Monitoring and evaluation of the financial performance of public enterprises Introduction of Management Information Systems in Public Enterprises
Review and analysis of Audit Reports and establishment of system wide audits.
Establishment of performance benchmarks and targets for the monitoring of enterprise performance Establishment of Budgetary Control Systems

Responsible for budgets and reviewing final accounts and management accounts Setting up policies and guidelines as part of top management and the board Supervising personnel within Finance Division, monitoring performance against set targets and taking corrective decisions

Reviewing systems and making amendments to suit prevailing circumstances. Processing loan withdrawal applications with bilateral and multilateral donor agencies as well as preparing project reports.
Participating in both the management and board decision making process.

1982 – 1984 – CORPS OF SPECIALISTS/FINANCIAL ANALYST Gambia National Investment Board

Investment Appraisal of projects proposed by public enterprises and public sector organisations Financial and investment analysis of development projects

1980 – 1982 – DEVELOPMENT ECONOMIST Gambia National Investment Board

Preparation of annual reports
Review and advise on the feasibility of development projects Preparation of business plans and project documents

MAJOR ECONOMIC POLICY STUDIES UNDERTAKEN:

- Coordinated the study for the establishment of a National Energy Master Plan for the Gambia with Electricite de France financed by Caisse Fraincais de Development.
- Coordinated the integrated Master Plan study for the Phased Development of Banjul International with the Belgian Airports Authority.
- Coordinated the feasibility study for the establishment of Liquified Petroleum Gas (LPG) Storage and Distribution Facilities in The Gambia.
- Coordinated the Airport Transport Study for the Gambia by the Technical Assistance Group of the Commonwealth Secretariat.
- Coordinated the preparation of a comprehensive guide to The Gambia in collaboration with UNIDO. Wrote the forward to the Guide and Ten Investment Pillars for The Gambia.

Developed a five-year Corporate Strategic Plan for the National Investment Board outlining the Investment Policies, Programmes and Projects that should be pursued to enhance private sector activity and engender economic development and growth in The Gambia.

Served on the Task Force for the establishment of an Offshore Business Registration, Offshore Banking and Insurance and a Maritime Flags of Convenience Agency. The National Investment Board was designated as the focal points for the execution of the Programme with Technical Support to be provided by the Commonwealth Secretariat.

PROJECT MANAGEMENT EXPERIENCE:

Served as Project Director for the following: -

- Export Development and Promotion Project financed by the International Trade Centre of the United Nations Systems.
- Strengthening of the Public Enterprise Project financed by DDMS of the United Nations Systems.
- Financial and Private Enterprise Project (FAPE) financed by USAID and implemented by Robert Nathan and Associates.
- Enterprise Development Project financed by the World Bank (Public Enterprise Reform and Private Enterprise Initiative Components).
- Performance Contract Support Mechanism for Public Enterprises financed by the Islamic Development Bank.
- Preparation of a Trade and Export Diversification Policy for the Government of the Gambia, sponsored by UNDP for the Round Table Donors Conference for the Gambia.
- Export Promotion Development Strategy and Action Plan – Integrated Framework (IF) ITC
- The Gambia Diagnostic Trade Integrated Study of the Integrated Framework for Trade Related Technical Assistance – Domestic Investment Climate
- The Gambia Free Zone Development Strategy (Trade Gateway Free Zone Initiative). In partnership with IDI (June 2000).
- Privatisation – Study on Private Sector Participation and Regulation Framework for the Gambia
- The Impact Assessment of the Growing Public Domestic Debt on The Gambian Economy - Discussion Paper
- IDI/Sahel Invest Technical Assistance to Gambia Investment Promotion and Free Zones Agency Trade Gateway Study

COMMUNITY ACTIVITIES

- 1995 – 2001 – CHAIRMAN - Parents/Teachers Association - Marina International School
- 1996 – To Date – President Gambia Cycling Association
- 1993 – 1994 – CHAIRMAN - Think Tank Committee – Banjul City Council 1987 – 2009 – SECRETARY GENERAL - Gambia National Olympic and Sports Committee
- 1987 – 1992 – PRESIDENT - Gambia Basketball Federation
- 1981 – 1987 – SECRETARY GENERAL - Gambia Basketball Federation
- 1970 – 1972 – TEAM MEMBER - National Basketball & Volleyball Clubs

CITATIONS & AWARDS

- July 1995 – Centenary Gold Medal Award - International Olympic Committee
September 1994 – Recognition Award Presented by the International Olympic Committee
- February 1993 – Gambia National Investment Board Commendation Award – Presented By H.E. President Of The Republic of The Gambia
- September 1992 – Key to the City And Honorary Citizen, Annapolis, Maryland, USA

INVESTMENT PROJECT REALISED DURING MY TENURE AS HEAD OF THE GAMBIA INVESTMENT BOARD

- Kairaba Beach Hotel – Five Star Hotel and Airport VIP
- Lounge Holiday Beach Hotel
- Kololi Beach Hotel
- Makumbaya Floriculture Farm
- Farato Horticultural Farm
- Jerry and Eddy Farms
- Gambia Cotton Company
- Kamino Redcoat Airfreight
- & Sons Fisheries Company Lyefish Company
- Kemoto Hotel
- Gacem Cement Factory
- Everbright Candle Company
- Mettallum Corrugate Company
- Foam Manufacturing Gambia Limited
- Yams Agricultural Enterprise
- Radville Coldstores
- Limited Panoma Farms
- Produce Sinchu Farms
- Kerr Kande Poultry Farm
- Ndebaan Medical Centre

TESTIMONIALS

“Mr. Touray’s unusual professional competence includes not only a solid grasp of the broad parameters of private-sector economic reform but also the crucial attention to detail called for in the selection of and negotiation of privatisation contracts.

The Gambia’s privatisation effort was also a key ingredient in the ranking by the Agency for International Development in the Gambia as number one in economic policy reform in Africa.

Mr. Touray has a commanding leadership presence and a style characterised by maturity and forward thinking, illustrated in particular by his efforts to create a national vision for the Gambia as the Gateway to Africa. Finally and most importantly, he possesses a refreshing modesty which makes him easy to relate to”. Bonnie Pounds, USAID REPRESENTATIVE

“Only an enlightened and warm hearted person like you could have done so much to help a fellow African investor; but I believe what you did was also indicative of your personal commitment to the aims and objects of the NIB which you head, viz.. to encourage and assist investors who are truly interested in participating in the development of your country”.

Kenneth Y. Best, Managing Director, The Daily Observer

“The public enterprise reform program has entailed an ambitious divestiture program and a broad range of policy and institutional reforms to improve the managerial autonomy and accountability of the enterprises remaining in the Government portfolio. Under the divestiture program, 20 enterprises were divested during the period 1985/86 to early 1992 through a range of modes of divestiture.

The monitoring and assessment of the performance under these contracts has been entrusted to the National Investment Board.

The system of performance contracts, combined with the other reform measures, has contributed to a marked strengthening in the financial position of several public enterprises.

The implementation of the public enterprise reform program has been very successful and the results achieved are encouraging”. International Monetary Fund, Occasional Paper 100

“I am grateful to you for sending me copies of your recent Annual Reports. I have read them with considerable interest and I hope you will accept my congratulations on their clarity. They give an excellent snapshot of the board’s activities over the period as well as providing a valuable source of reference for donors such as the British Government which takes a close interest in the progress being made by the Government of the Gambia in its pursuit of private sector led development”. Alan J. Pover, British High Commissioner, British High Commission Re: National Investment Board Annual Report 1989 - 1991

Reference: Provided upon request.