

# LANSANA GAGNY SAKHO, DBA, MBA, Ing.

Strategic Architect | Economic Intelligence Leader | Investment Promotion Visionary

Brossard, QC – Canada

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## STRATEGIC PROFILE

Senior executive with 30+ years of experience in **public governance, development strategy, and institutional transformation**. Recognized for leading **national reforms**, structuring **multisector development programs**, and building **high-level partnerships** across Africa.

Engineer, MBA graduate, and Doctor of Business Administration, he operates as a **strategic architect**, shaping policies and systems at the intersection of **public administration, investment promotion, innovation, and sustainable development**. His expertise spans **international financing, project structuring, SME development, and institutional performance**.

## AREAS OF EXPERTISE

- National development strategy & institutional reform
- Public governance & performance management
- International financing & project structuring
- SME development & entrepreneurship
- Public-private partnerships & donor coordination
- Economic intelligence & strategic foresight
- Territorial attractiveness & economic diplomacy
- Executive leadership & change management

## PROFESSIONAL EXPERIENCE

Dakar | 2024 – Present

**Chairman of the Board – APIX-SA**

Senegalese Agency for Investment Promotion and Major Works

Dakar | 2022 – Present

**Secretary General – CAVIE**

African Center for Strategic Intelligence and Economic Monitoring

- Leads continental strategies in economic intelligence and strategic monitoring.
- Supports institutions and SMEs in data-driven decision-making and competitiveness.

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**Africa | 2021 – 2024**

**Senior Consultant – Bill & Melinda Gates Foundation**

- Directed continental programs on inclusive sanitation and institutional strengthening.
- Advised governments, NGOs, and local authorities on policy design.

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**Senegal | 2014 – 2021**

**Strategic Responsibilities – Government of Senegal**

- Contributed to national reforms in water, sanitation, and territorial development.
- Led programs financed by major development partners (World Bank, AfDB, EU).
- Strengthened governance, transparency, and institutional performance.

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**Dakar | 2009 – 2014**

**Chief Executive Officer – Experts Visions Sénégal**

- Supported agricultural SMEs and cooperatives (USAID, World Bank, ITC).
- Developed value chains, fair-trade certification, and market access strategies.
- Strengthened entrepreneurial and organizational capacities.

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**West Africa | 1998 – 2009**

**Private Sector Leadership Roles**

Coca-Cola • Philip Morris International • Colgate Palmolive • SC JohnsonWest

- Managed multi-country operations and distribution networks.
- Built public-private partnerships and strengthened SME capabilities.

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- Led performance management and operational excellence initiatives.

## EDUCATION

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2022

### Doctorate in Business Administration

Univ. Paul Valéry, Montpellier

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2025

### MBA

Université du Québec à Montréal

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1987

### Engineering Degree in Electrical Engineering

ESP Dakar

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1991

### Diploma in Business Management (Finance)

CESAG Dakar

## PUBLICATIONS

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- Public Execution Agencies and the Challenge of Performance
- Transforming On-Site Sanitation into a Market-Driven Sector
- PPP Models for Urban Water Management