

Career Highlights

Contact

Julien Manyong

jmanyong@gmail.com

(434) 242-5020

Who I Am

Multilingual Strategy & Operations leader with 15+ years driving alignment between strategy, systems, and execution across global, corporate, and mission-driven organizations



Julien Manyong

Key Accomplishments

- Led multiyear strategies for **30+ countries**, materially contributing to **\$3B+ regional growth**
- Redesigned operating model and team structure to scale a **\$200M+ portfolio**
- Drove **100% organizational attainment** through **reengineered KPIs and performance dashboards**
- Developed and secured board approval for a **global 5-year strategy**
- Increased direct funding to local partners by **12%**, unlocking **\$23M+** in total disbursements

Situation

Counterpart International managed a **\$200M+ global portfolio** across **15 countries**, with a **mission-driven team** and expanding programmatic reach. As the organization grew, there was increasing demand for **stronger systems, clearer strategic alignment**, and more **consistent follow-through** to ensure that **day-to-day operations** effectively supported **long-term goals** and **overall impact**

Task/Activity

Partnered with the **CEO and senior leadership** to build the **strategy, systems**, and **governance** needed to strengthen performance, and **led my team** in operationalizing the infrastructure across the organization to

- **Unify leadership** through a **5-year corporate roadmap** spanning functions and regions
- **Advance strategic initiatives** including **M&A diligence** and the **Local Partner Funding Initiative**
- **Improve performance** with **enterprise KPI frameworks** and **real-time performance dashboards**
- **Standardize delivery** via **playbooks, governance cadences**, and **cross-functional workflows**

Results

- Aligned leadership and clarified priorities through a **board-approved 5-year strategy**
- Enabled **100% FY24 target attainment** with reengineered KPI system and dynamic dashboards
- Achieved a **20% gain in delivery efficiency** through streamlined operations and decision-making
- Improved operational consistency via **playbooks, governance cadences**, and **planning cycles**
- Unlocked **\$23M+ in local funding** by increasing direct partner disbursements from **16% to 28%**

Situation

The **Africa region** was one of IFC's **fastest-growing** and most **politically visible portfolios**—marked by **ambitious targets, evolving market dynamics**, and **high-level institutional focus**. As the region expanded, there was a growing need for stronger **integration between forward planning, performance measurement, and country-level execution** to fully capitalize on emerging opportunities

Task/Activity

Worked alongside the **Vice President** and **regional leadership** to **develop the insights, structures**, and **delivery mechanisms** needed to improve operational effectiveness across a **\$10B+ regional portfolio** to:

- **Clarify operating pathways** through standardized planning, pipeline tracking, and structured delivery cycles
- **Translate institutional goals** into country-level strategies tailored for **30+ diverse African markets**
- **Enhance visibility and foresight** via **performance metrics, risk signals**, and **executive briefs**
- **Foster cross-country collaboration** by **scaling best practices** and reducing cross-country fragmentation

Results

- **Supported \$3B+ regional growth** by aligning multiyear country strategies with institutional priorities
- **Enabled faster, data-driven decisions** via custom dashboards and KPI frameworks
- **Delivered geopolitical briefings** and **executive insights** to inform strategic pivots and risk responses
- **Improved execution consistency** by standardizing planning tools and operational cadences
- **Scaled performance tracking** and knowledge-sharing platforms to strengthen institutional learning