

# Julie M. Zollmann

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## SUMMARY

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Development researcher and practitioner, skilled at generating deep, practical insights to improve the lives and livelihoods of ordinary people worldwide.

## EDUCATION

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### PhD, International Relations

expected 2022

The Fletcher School, Tufts University, Medford, Massachusetts

Fields of Study: Development Economics, African Studies

Dissertation: "Are new jobs good jobs? Platform technology and labor markets in Africa"

Committee: Alnoor Ibrahim (The Fletcher School), Julie Schaffner (The Fletcher School), Kim Wilson (The Fletcher School), Laura Mann (London School of Economics)

### Masters of Arts in Law and Diplomacy

2010

The Fletcher School, Tufts University, Medford, Massachusetts

Fields of Study: Development Economics, International Business

Board of Overseers Scholar; Empower Fellow, Institute for Global Leadership

### Bachelor of Arts in International Relations and Anthropology

2003

Eckerd College, St. Petersburg, Florida

Minors: Economics, Spanish

Special Honors Scholar; Philip J. Lee Honor Award; Edward B. Tylor Award for Anthropology, Freeman Fellowship

## PROFESSIONAL EXPERIENCE & SELECTED CONSULTING ENGAGEMENTS

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**Julie Zollmann Consulting**, Boston, MA; Nairobi, Kenya

Jan. 2014-Present

*Independent Consultant*

Selected, recent engagements:

*FSD Africa 2018-Present, Advisor on the Digital Economy & Gender*

- Supported development of Network-wide, \$9 million gender programme, including leading proposal development, framing strategy, and hiring of leadership;
- Provide evidence-based technical assistance to FSD members building gender into health, education, SME, and digital platform finance programming;
- Advise FSD Africa's Digital Economy (DE) strategy and investment approaches while supporting the DE learning agenda.

*Gojo & Company, 2021-Present, Advisor on Financial Diaries in Sri Lanka*

- Offer guidance and feedback on the design, fieldwork, and analysis of financial diaries research done on behalf of Gojo and one of their microfinance investees.

*Bill & Melinda Gates Foundation, 2021, Advisory Council on Development of Women's Economic Empowerment and Financial Inclusion (WEE-FI) Strategy*

- Provided input into the Financial Services for the Poor's new strategy to leverage finance in support of women's economic empowerment.

**Bankable Frontier Associates**, Boston, MA; Nairobi, Kenya  
*Associate, Senior Associate, and Senior Consulting Associate*

*May 2010-Feb 2021*

Selected engagements:

*FSD Kenya, 2020-2021, Covid Diaries, Research Lead*

- Led follow up panel study with Financial Diaries households to understand qualitative impacts of Covid-19 shock on low-income Kenyan families.

*CGAP, 2017, PAYGo Solar, Research Lead*

- Led three-country study of demand-side experiences paying for PAYGo solar in Kenya, Cote d'Ivoire, and Ghana.

*FSD Kenya, 2015-2017, Flexipay Health, Flexipay Education, and Soko Salama*

- Based on consumer insights, developed three financial innovations in Kenya, tested them with partners, and developed business case propositions to take each to market.

*FSD Kenya and Bill & Melinda Gates Foundation, 2012-2015, Kenya Financial Diaries, Principal Investigator*

- Designed, implemented, and disseminated a large financial diaries study with about 300 Kenyan families across five areas of the country. Leveraged findings to support programming and product changes with a wide range of development partners and private sector players.

*FSD Africa, 2015-2016, Credit on the Cusp*

- Led a combined supply and demand side study to understand the role of credit markets in supporting upward mobility in Ghana, Kenya, and South Africa. Worked with banking regulators to understand the implications for regulating credit markets to support growth and social inclusion.

*Bill & Melinda Gates Foundation, 2012-2015, GAFIS, Researcher & Advisor*

- Developed and implemented research to support five large commercial banks in five countries to introduce profitable, impactful savings solutions for low-income users.

**CARE USA and Gulf of Guinea**, Atlanta, GA and Tamale, Ghana

*Summer Fellow, Gulf of Guinea*

*May-Aug. 2009*

- Developed programmatic framework and learning agenda for CARE’s conservation agriculture projects across 10 countries, primarily in Sub-Saharan Africa.

*Grants and Research Assistant, Grants Manager*

*Nov. 2006-Oct. 2008*

- Co-authored complex proposals and budgets for value chain, microfinance, agriculture, business development, health, HIV, climate change and emergency relief programs in period of 250% revenue growth from this team each year.
- Stewarded over 60 open grants supporting relief and development in more than 50 countries.

**Peace Corps eSwatini**, Nzameya, eSwatini

*Sep. 2004-Sep. 2006*

*Community Health HIV/AIDS Outreach Worker*

- Established holistic neighborhood care point for vulnerable children and families from 160 households.
- Redesigned participatory community assessment manual and trained 36 volunteers in its use.

**The Carter Center**, Atlanta, GA

*Jan.-Sep. 2004*

*Intern, Global Development Initiative*

- Coordinated Democracy, Development, and Conflict Resolution teams implementing integrated Guyana program, including facilitation of President Carter’s 2004 visit and mediation activities.

## **ACADEMIC ROLES AND AFFILIATIONS**

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Advisor, <i>Inclusive Digital Economic Development (iDED)</i> , Digital Frontiers Institute (DFI)	2021
Lecturer, Fletcher Leadership Program in Financial Inclusion (FLPFI)	2021, 2016
PhD Fellow, British Institute in East Africa	2019-2021
Research Associate, Institute for Development Studies, University of Nairobi	2019-2021
Research Lead, Finance in Displacement (FIND) Kenya	2020-2021
Research Advisor, Finance in Displacement (FIND) Ethiopia, Mexico, Uganda	2019-2020
Research Lead, Finance in Displacement (FIND), Texas	2018-2019
Course Co-Instructor & Developer, <i>Blind Spots: Gender &amp; Digital Financial Services</i> , Digital Frontiers Institute (DFI)	2018-2020
Teaching Assistant, Field Research Methods, NVivo (Karen Jacobsen)	2018-2019
Teaching Assistant, Conflict in Africa (Alex de Waal)	2018

## **PUBLICATIONS**

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### **Books & Book Chapters**

*Refugee? Refugees’ stories of rebuilding their lives in Kenya*. Edited with Sophie Gitonga and Ray Mwhiki. Epsilon 2021.

*Living on Little: Navigating financial scarcity in modern Kenya*. Practical Action, 2020.

“Market-Led Expansion through Fee-for-Service Agents,” with Guy Vanmeenen, in *Financial Promise for the Poor* eds. Kim Wilson, Malcolm Harper, and Matthew Griffith. Kumarian Press: 2010.

## Papers

Porteous, David & Julie Zollmann. Making financial markets work healthily for the poor. *Enterprise Development and Microfinance*, Vol 27, Issue 1. April 2016.

## Selected Popular Writing

- 2021 African Arguments “From Desperation to Dignity: Making Sense of “Hustling” in Neoliberal Nairobi”
- 2020 African Arguments “Should ‘formalization’ be part of the post-Covid economic agenda?”
- 2019 Project Syndicate “Your Driver Is Waiting – for a Raise” with Olga Morawczynski
- 2018 Center for Global Development “Uber and Taxify in Africa: Good Work or a Race to the Bottom?” with Amolo Ng’weno

## Selected Industry and Research Reports

Running in Place, Castles of Sand: Finance in Displacement Kenya, with Catherine Wanjala. The Fletcher School. August 2021.

Financial Integration of Refugees in Dallas, Texas, with Airokhsh Faiz-Qaisary, Kenza Ben Azouz, Kim Wilson, and Radha Rajkotia. The Fletcher School. February 2019.

Escaping Darkness: Understanding Consumer Value in PAYGo Solar, with Daniel Waldron, Alexander Sotiriou, Anne Gachoka. CGAP. December 2017.

Small “b” biashara: self-employment & economic advancement in financial diaries households. Nairobi, Kenya: FSD Kenya. November 2016.

Finance & fortune: The role financial services did—and didn’t—play in the economic trajectories of financial diaries households. Nairobi, Kenya: FSD Kenya. November 2016.

Trickling down & climbing up: Economic trajectories of Financial Diaries households two years on. Nairobi, Kenya: FSD Kenya. October 2016.

A Buck Short: What financial diaries tell us about building financial services that matter to low-income women, with Caitlin Sanford. Omidyar Network. October 2016.

Credit on the Cusp: Strengthening credit markets for upward mobility in Africa, with Jeff Abrams, Sushmita Meka, David Porteous, and Kim Wilson. FSD Africa. September 2016.

Struggling to thrive: How Kenya’s low-income families (try to) pay for healthcare, with Nirmala Ravishankar. FSD Kenya. March 2016.

Digital Retail Payments in Kenya: Making them matter for merchants. BFA Public Report. October 2014.

Shilingi Kwa Shilingi: The financial lives of the poor in Kenya. FSD Kenya. August 2014.

Two Steps Back: How low-income Kenyans think about and experience risk in their pursuit of prosperity. FSD Kenya. March 2015.

Cash Lite: Are we there yet? Rethinking the evolution of electronic payments in Kenya based on evidence in the Kenyan and South African Financial Diaries, with Laura Cojocar. FSD Kenya. January 2015.

Rwanda Financial Diaries: Understanding the Financial Lives and Product Needs of Rwanda's Underserved Consumers. Visa and Access to Finance Rwanda (AFR). March 2013.

Zollmann, Julie. Time for Cash To Cash Out? Scoping Kenya's Path to a Cash Lite Society. *FSD Insights*. June 2012.

Financial Management Among Brazil's Low-Income Classes: Comprehensive, Diversified, Engaged, with Caitlin Sanford, & Daryl Collins. Focus Note. 2012.

Financial Capability and the Poor: Are we missing the mark? with Daryl Collins. Financial Sector Deepening Kenya. *FSD Insights*. December 2010.

Waiting for Rain, Reaching for Mangoes: The origins, evolution, and roles of savings groups in rural Swaziland. Fletcher School Center for Emerging Market Enterprises Working Paper. March 2010.

#### **SELECTED LECTURES, PRESENTATIONS, AND SEMINARS**

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- 2020 University of Nairobi, FSD Kenya Annual Lecture, "Living on Little"
- 2020 The Fletcher School, Understanding the platform economy, panel discussion with Jonathan Donner and Olga Morawczynski
- 2019 The Fletcher School, Tech@Fletcher, panel discussion, Conference on Gender and International Affairs
- 2016 Oikocredit, Keynote Address, Annual Meeting 2016
- 2016 UNCDF, Keynote Address, DFS4Women

#### **SELECTED WORKSHOP AND CONFERENCE PARTICIPATION**

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- 2022 Uta-Do: African Cities Workshop, Nairobi, Kenya, African Centre for Cities
- 2022 African Studies Association of Africa (ASSA), Cape Town, "Class collisions: Social position and experiences of (in)dignity in digital driving in Nairobi"
- 2021 International Studies Association (ISA), virtual, "'Politics does not bring food on the table': How political culture inhibits collective action in ride hailing in Nairobi"
- 2020 International Studies Association (ISA) Africa, Accra, "The New Cartel in Town: The Kenyan state, collective action, and the Uber invasion of Nairobi"
- 2018 Dignity and Debt Roundtable, Princeton University

#### **MEDIA COVERAGE**

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My research has been covered by CNBC Africa, Citizen TV, The Economist, NBC News, and others.

## **SERVICE**

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2021-2022 Tutor and mentor, Artists for Africa  
2021 Peer reviewer, The Journal of International Development  
2019-2020 Peer reviewer, Journal of African Economies  
2019 Institute for Development Studies (IDS) Mentor for summer research

## **LANGUAGES & SKILLS**

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Languages: English (Native); Spanish (Advanced), KiSwahili (Intermediate, ongoing instruction), SiSwati (SiZulu) (dormant)

Software: Stata, Nvivo, Camtasia

Country experience: Brazil, Colombia, Cote d'Ivoire, Ghana, Guyana, India, Kenya, Liberia, Mexico, Mozambique, Nicaragua, Rwanda, South Africa, Sri Lanka, eSwatini, Tanzania, Uganda, United States, Zambia