

# DANIEL TOMLINSON

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## Frontier Markets

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Co-Founded with Ajaita Shah

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2012 Global Fellow



### BIG BOLD IDEA

**Increase access to reliable, affordable, clean and safe energy products to the rural poor through robust sales and service outlets throughout India.**

### ORGANIZATION OVERVIEW

Frontier Markets sales and service outlets provide clean, safe energy products for millions of people. We replace deadly kerosene and provide access to reliable lighting. Frontier Markets educates, trains and services local farmers, government, nonprofits, small retailers and women's groups to reach households to stop deadly and toxic energy practices.

### PERSONAL BIO

As Special Advisor within the Strategy Office, Daniel shapes the Skoll Foundation's work to extend the impact of solutions created by our portfolio of social innovators. He is responsible for enabling access to new networks, resources, influence, and capital, in addition to identifying new ways to drive progress across strategic priorities.

Prior to joining Skoll Foundation, Daniel served as Household Energy Lead at Shell Foundation, and led programs across the Access to Energy and Sustainable Mobility portfolios. There he supported a range of partners across varying stages of development, including work on large financial transactions. He also led the program development work for the World Bank-IFC Global Climate Finance team, focusing on growing domestic lending to commercial and industrial solar projects in E/W Africa and S. Asia, and served as strategic advisor to the Lighting Global program to scale household energy to underserved markets.

During his many years residing in India, Daniel held roles of Assistant Vice President at Dristee, a distribution company serving last mile communities, and later co-founded his own last mile distribution firm Frontier Markets where he served as Chief Operations Officer. Daniel was awarded an Echoing Green Fellowship in 2012 for pioneering a last mile distribution model that provides rural communities access to energy products and services.

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#### Organization/Fellow Location

Washington, United States

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#### Impact Location

Asia

India

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#### Organization Structure

For-profit

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