

TERRY MWENDWA KINYUA
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BIO DATA

Gender, Age : Female, 49 years
 Marital Status : Married; Children
 Nationality, ID : Kenyan, 12499140

CAREER OBJECTIVE

To serve society by contributing to the development of leaders and organizations in Africa, creating positive impact and inspiring Colleagues, Partners and Clients to achieve excellence.

PROFILE

I am passionate about developing virtuous leaders and virtuous organizations. My track record spans developing people and organizations, process development and excellence, implementing successful projects, delivering business growth and spurring revenue growth, improving organizational positioning, delivering exceptional client experience and creating outstandingly strong partner & client relationships.

I am an established professional with 25 years of diverse local and international experience in Leadership, Operations Management, Project Management, Partnerships, Disaster Risk Management, Executive Education & Program Management, Marketing, Business Development and Customer Experience.

I am a virtuous, consistent leader with outstanding energy and enthusiasm for work.

ACADEMIC AND PROFESSIONAL QUALIFICATIONS

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| 2022 | ▪ Empretec Entrepreneurship Certification – United Nations UNCTAD - Kenya |
| 2021 - 2022 | ▪ Emotional Intelligence Practitioner – Profiles International TMS Ltd, Nairobi - Kenya |
| 2019 - 2020 | ▪ Mowgli Mentor (Imarisha Online Mentoring Program) – Mowgli Mentoring, course accredited by The European Mentoring & Coaching Council (EMCC) |
| 2019 | ▪ Certified Productivity Coach (International Coach Federation [ICF] Certification) – The Coaching Hub, Nairobi - Kenya |
| 2016 - 2023 | ▪ Master of Business Administration (Strategic Management) – Jomo Kenyatta University of Agriculture & Technology (JKUAT). Thesis ongoing |
| 2015 | ▪ Program for Management Development – Strathmore Business School, Nairobi - Kenya & Gordon Institute of Business Sciences, Johannesburg - South Africa |
| 2010 - 2012 | ▪ Bachelor of Commerce (Marketing) – Inoorero University, Nairobi |
| 2008 - 2009 | ▪ Post-Graduate Diploma in Marketing – Marketing Society of Kenya |
| 1995 - 1998 | ▪ Diploma in Public Relations – Durham College – Oshawa, Ontario – Canada |
| 1992 - 1994 | ▪ Certificate in Front Office Operations – Kenya Utalii College, Nairobi – Kenya |

WORKING EXPERIENCE

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| May 2021 to Present | <p>COUNTRY MANAGER, Invest in Africa.</p> <p>Oversight of IIA Kenya Country Strategic Leadership and Operations, including Network Leadership, Managing Strategic Relationships, Budget Management, Projects Oversight, Team and Culture.</p> <p>Major Achievement: Strengthened IIA Kenya’s positioning as a strong MSME brand, achieving new partnerships and creating a pool of credible MSME impact case studies.</p> |
| January 2019 to April 2021 | <p>CHIEF OPERATIONS OFFICER, Invest in Africa.</p> <p>✓ Oversight of all the 3 IIA’s strategic pillars of Access to Skills, Access to Markets and Access to Finance, which included Leadership and oversight of the daily operations of IIA–Kenya; People Management and development, Stakeholder Management of IIA’s diverse network members; Oversight of the IIA programs including Biashara.Now Platform; Projects Oversight.</p> <p>Major Achievement: Spearheaded design and launch of the Invest in Africa SME Covid-19 Survival Toolkit, which was successfully delivered to over 10,000 Micro, Small and Medium Enterprises (MSMEs) in Kenya, Ghana, Senegal, and Mozambique and achieved IIA’s highest funding since inception at \$1.8M.</p> |
| September 2014 to September 2018 | <p>HEAD, CUSTOM SOLUTIONS – Executive Education, Strathmore Business School.</p> <p>✓ Leadership for customized Executive Education programs and consultancies which included: Program Design and Program Delivery Oversight, Formulating departmental processes and procedures, Team Leadership, Business Development and revenue growth, Partnerships, Growing the department’s portfolio to provide a one-stop people and organizational development solution.</p> <p>Major Achievements: Grew the department’s portfolio and revenue from Ksh.37 million in 2014 to over Ksh.70 million in 3 years, and was highest rated unit in the Business School (by clients) with an average closing score of 91.6 percent.</p> |
| October 2013 – September 2014 | <p>PROGRAM MANAGER – Executive Education Open Enrolment Programs, Strathmore Business School.</p> <p>✓ Achieving program budget and oversight of programs quality in general. This included Business Development to achieve the right profile and mix of Executives in the program, Partnerships, Key Account Management, Team Leadership, Program Management including international modules with Partner Business Schools.</p> |

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| 2013 | AG. HEAD OF BUSINESS DEVELOPMENT, Inoorero University (Former Kenya School of Professional Studies); Kenya. ✓ University's growth through strong brand & brand equity, increased student enrolment and strategic alliances. |
| 2008 –2013 | MARKETING & PUBLIC RELATIONS EXECUTIVE, Inoorero University (Former Kenya School of Professional Studies); Kenya. ✓ Business growth through increased collaborative activities with target market and organizational stakeholders. |
| 2000 –2008 | FRONT OFFICE ADMINISTRATOR, Kenya School of Professional Studies ✓ Marketing and Business Development, Client Experience and Communications, Call Centre Team Leadership. |
| 1996 | PUBLIC RELATIONS ADVISOR - INTERN, Heart & Stroke Foundation; Ontario, Canada. Reporting to Durham East Area Coordinator |
| 1994 –1995 | FRONT OFFICE ADMINISTRATOR, Hotel Intercontinental Nairobi; Kenya Reporting to Front Office Manager – Client Relations and Customer Service |

EXECUTIVE EDUCATION CERTIFICATION

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| 2023 | ▪ DISASTER MANAGEMENT EXECUTIVE PROGRAM – Strathmore Business School |
| 2016 | ▪ IMPACT INVESTMENT PROGRAM - Maastricht School of Management Netherlands |
| 2015 | ▪ THE MASTER NEGOTIATOR - Strathmore Business School |
| 2014 | ▪ MANAGING FOR RESULTS - African Management Services Company (AMSCO), in conjunction with The Gordon Institute of Business Science (GIBS), South Africa |
| 2009 | ▪ HIGH POWERED SELLING SKILLS - Kenya School of Professional Studies |
| 2004 | ▪ CUSTOMER SERVICE EXCELLENCE - Kenya School of Professional Studies |
| 2003 | ▪ UNLEASH YOUR POTENTIAL - Peak Performance International |
| 2001 | ▪ TEAM DEVELOPMENT & CLIMBER COURSE - Brackenhurst Adventures |

REFEREES

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| Ms. Wangechi Muriuki Non-Executive Director, Invest in Africa (IIA) Kenya Tel: +254 722 347973 zwangmur@icloud.com | Mr. Anthony Kahindi University Secretary, Strathmore University; Tel: +254 721 546031 akahindi@strathmore.edu | Ms. Wamuyu Kambo Managing Director, Intergrated Corporate Solutions Ltd; Tel: +254 722 847242 wkambo2000@yahoo.com |
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