

CURRICULUM VITAE

KEVIN ONGESO AKUMU

P.O. Box73236 Kisumu

Tel: +254 725 055 306

E- mail: kevinongeso26@gmail.com

KEY QUALIFICATIONS

I am a Business Development Specialist and a certified Start and Improve Your Business (SIYB) Trainer with on ground experience across multiple sectors in Kenya. I am also a certified Trainer in Women in Digital Business with International Labor Organization and a Community Digital Champion. I have strong analytical skills in Business management, Training needs analyst, business mentorship and coaching with the private and public sectors including farmer produce groups, business improvements groups, creative arts acceleration programs and many others. I have previously worked with programs funded by GIZ, USAID, KCB Foundation, MasterCard Foundation among others. My passionate to train will go a long way in the development of this program.

I have also acquired skills in financial management through training and also in practice working as a credit risk officer in micro finance.

EDUCATION

October 2009-May 2013: BSc Applied Statistics with Computing, Moi University (2nd Class, Upper division)

January 2003-Nov 2007: Kenya Certificate of Secondary Education, Butula Boys High School (B Plus)

GEOGRAPHICAL AREAS OF WORK EXPERIENCE

☒ **Counties:** Nairobi , Marsabit, Eldoret ,Isiolo, Busia , Kakamega , Kisumu and Siaya.

PROFESSIONAL CERTIFICATIONS AND AFFILIATIONS

- ☒ Certified Start and Improve Your Business , ILO Trainer in Enterprise Development
- ☒ Certified Trainer in ICT as a Community Digital Champion.
- ☒ Certified Trainer in Women in Digital Business.
- ☒ Certificate in Management Consultancy, Kaizen Approach, JICA
- ☒ Certificate in Statistical Packages for Social Sciences, Moi University
- ☒ Certificate in Computer Packages and R-Console, Moi University

LANGUAGES

	Speaking	Reading	Writing
English	Excellent	Excellent	Excellent
Kiswahili	Excellent	Excellent	Excellent

PROFESSIONAL EXPERIENCE:

April 2020 to Date: START AND IMPROVE YOUR BUSINESS (SIYB) Training Consultant.
Responsibilities:

- Design and deliver training workshops on business management and digital skills.

- Offer personalized mentorship for business planning and digital strategy integration.
- Create and distribute tailored training materials and tools.
- Organize networking events and peer learning groups.
- Advocate for digital inclusion and evaluate training effectiveness.
- Help women entrepreneurs to digitize their business on digital platforms.
- Facilitating market linkages and networks for the Micro, Small & medium and Small Enterprises.

July 2024 to December 2024: Business Development Trainer and mentor.

KCB Foundation under the 2jajiri Group.

Responsibilities:

- Impact knowledge and skills to the youth to enable them expand the business to create employment.
- Enable the youth acquire credit facilities and utilize the same effectively
- Offer personalized mentorship for business planning and digital strategy integration.
- Create and distribute tailored training materials and tools.
- Organize networking events and peer learning groups.
- Advocate for digital inclusion and evaluate training effectiveness.
- Help the Youth entrepreneurs to digitize their business on digital platforms.
- Facilitating market linkages and networks for the Micro, Small & medium and Small Enterprises.

March 2024 to June 2024: (Aquaculture Business Development Program. (ABDP)- International Finance for Agricultural Development (IFAD).

County Program Technical Assistant:

Responsibility:

- Organize training sessions, mentorships, coaching, and workshops for youth in aquaculture business practices.
- Provide capacity building for potential grantee groups on business plan development.
- Offer technical assistance to improve economic and financial performance in aquaculture.
- Deliver business training modules to youths, focusing on idea generation and market analysis.
- Assist in planning, implementing, and monitoring aquaculture projects for youth.
- Manage grant applications, ensuring alignment with IFAD objectives.
- Develop strategic action plans
- Monitor progress and evaluate the impact of aquaculture projects on youth.
- Foster partnerships with stakeholders to support aquaculture business development.
- Provide regular reports on program implementation and development.

Key areas of Delivery

- ✓ Training Needs Assessment
- ✓ Capacity Building on Business Planning
- ✓ Technical Assistance in Aquaculture
- ✓ Business Training for Youths
- ✓ Project Planning and Implementation
- ✓ Grant Application Management
- ✓ Monitoring and Evaluation of Projects
- ✓ Partnership Building with Stakeholders

May 2024: SIYB Training Consultant.

Jadfad Consultant with ABSA Bank (Empower Her County Program)

Responsibilities:

- Design and deliver training workshops on business management and digital skills.
- Offer personalized mentorship for business planning and digital strategy integration.
- Create and distribute tailored training materials and tools.
- Organize networking events and peer learning groups.
- Advocate for digital inclusion and evaluate training effectiveness.
- Help women entrepreneurs to digitize their business on digital platforms.
- Facilitating market linkages and networks for the Micro, Small & medium and Small Enterprises.

Key areas of delivery.

- ✓ Workshop facilitation.
- ✓ Skill assessment.
- ✓ Hands on training.
- ✓ Digital strategy development.
- ✓ Feedback collection.
- ✓ Reporting and Evaluation

Achievements and milestones

- Empowered 70 women entrepreneurs through tailored SIYB training programs, enhancing their business skills and digital literacy.
- Guided the entrepreneurs in developing robust business plans, integrating digital strategies leading to increased market competitiveness.
- Offered tailored guidance that empowered MSMEs to address obstacles effectively.
- Established partnership with 4 technology providers and financial institutions, provide resources and funding essential for business digitization.

June 2023 to March 2024: SIYB Africa Ltd.

E. Africa SIYB. Business Development Consultant.

Responsibilities:

- Carrying out in-depth diagnosis of the MSMES businesses using tools provided to establish the business gaps
- Conducting baseline survey to capture the status of the MSME business before commencing the BDS support.
- Improve the SMEs financial and Economic performance
- Empower the Business owners to manage and deal with emerging issues in the business
- Ensuring that the MSMEs under the BDS support access financial services.
- Conducting demand driven individual mentorship to MSMES.
- Facilitating market linkages and networks for the Micro, Small & medium and Small Enterprises.
- Monitoring, reviewing, and documenting of the BDS through the implementation process.
- Participating in the development, review, and update process of the BDS support materials.
- Consolidate reports on the identified gaps, strategies used to fill them and the outcome in terms of growth level.

Key areas of delivery.

- ✓ MSMEs Diagnostic Analysis and findings

- ✓ Baseline and End Line Survey, progress Monitoring and growth evaluation
- ✓ MSMEs and entrepreneurs Capacity Building and Mentorship
- ✓ MSMEs and entrepreneurs Financial and Economic Performance Improvement:
- ✓ Facilitating MSMEs Market Linkages and Networking
- ✓ Documentation and Dissemination for knowledge sharing
- ✓ Reporting and Evaluation

Achievements and milestones

- Analyzed to identify operational deficiencies within MSMEs.
- Employed surveys to track the progress of MSMEs before and after receiving assistance.
- Offered tailored guidance that empowered MSMEs to address obstacles effectively.
- Enhanced financial outcomes and guaranteed access to essential services.
- Formed alliances to expand the market footprint of MSMEs.
- Documented achievements for sharing with relevant stakeholders.

July 2022- April 2023: Capital Strategies-, Equity Group Foundation- Monitoring of MSMEs. Busia, Kenya.

Business Development Trainer and Mentor,
Responsibility.

- Provide advice and technical support to BDS mentors within the program
- Lead the implementation, monitoring and reporting of the BDS program for the county
- Consolidating and compiling progress reports for all the BDS mentor within the county
- Conducting entrepreneurs group mentorship and training hypothesis and address the common business gaps through the rightfully selected approach.
- Visiting the selected MSMEs and participating in selected mentorship sessions to ensure delivery of quality BDS support
- Manage relationship between program partners and stakeholders
- Provide support in the gathering of data and information needed for the successful implementation of the program in the county.
- Collaborate with the end of BDS support assessment within the county
- Review and approve mentors field facilitation expense invoices
- Participate in the review meetings with the Young Africa Works Program representatives
- Coordinating, planning and facilitating Mentees group mentorships and training Programs
- Prepare training and mentorship materials for the entrepreneurs group mentorship sessions
- Address any mentorship emerging issue from mentors.

Key areas of delivery.

- ✓ Program leadership and oversight
- ✓ Technical support and Training
- ✓ Stakeholder Management and Collaboration
- ✓ Quality assurance and Evaluation
- ✓ Data management and analysis
- ✓ BDS Coordination and Training materials preparation
- ✓ Expense Approval and Issue Resolution.

Achievements and Milestones

- Managed BDS program in Busia County while ensuring objectives were timely met.
- Guided BDS mentors in improving MSME support.
- Fostered collaboration among partners, enhancing program support and efficiency.
- Enhanced BDS mentorship quality through thorough and continuous evaluation.

- Helping MSMEs to access financing to grow their businesses.
- Organized group mentorship sessions effectively.
- Ensured financial growths and stability of enterprises and entrepreneurs within the county.

March 2022- July 2022: Kenya Institute of Business Training (KIBT)- Enhancing Enterprise Competitiveness Program of JICA, Nairobi, Kenya.

**Business Development Trainer and Mentor,
Responsibilities.**

- Promoting sustainable growth of manufacturing sector enterprises and entrepreneurs in Kenya;
- Supporting an Eco-System (SMEs, start-ups, Business Development Service providers, financial institutions, academia, and public sector, where these actors interact and collaborate)
- Support SMEs and entrepreneurs towards achieving SDGs Goal 8, 9, 17.

Main Training Areas:

- ✓ Online marketing & digital optimization.
- ✓ Supply chain management and Value addition.
- ✓ Kaizen, 5S, Visual control and Root-cause analysis.
- ✓ HR planning and Staff development.

Achievements & Milestones:

- Financial growth of the MSMEs by at least 5%.
- Significant reduction in financial wastage, redundancy & defects.
- Improved product quality and productivity.
- Better Financial policies for the Enterprise growth.

**June 2021-February 2022: Social Enterprises Associates Limited,
Busia, Kenya**

Enterprise Development/ Entrepreneurship Trainer,

- Leading the formation and capacity building of farmer producer organizations,
- Assisting farm enterprises to develop skills and knowledge on business management
- Conducting coaching mentorship for farmer organizations across multiple value chains.

Key Delivery areas

- ✓ Process optimization
- ✓ Productivity enhancement
- ✓ Training of Best Practices- Good Agricultural Practices (GAP)
- ✓ Standard operations procedures
- ✓ Management improvement reporting

Achievements and Milestones

- Aligned farming methods for smoother operations meeting departmental requirements.
- Boosted productivity and profits with effective strategies.
- Trained on Good Agricultural Practices (GAP) for better quality and cost management.
- Created efficient standard procedures, cutting waste.
- Produced detailed reports for sustainable growth.

**Jan 2020-May 2021: West Kenya Fresh Produce Limited
Entrepreneurship Trainer**



Responsibility.

Conducting training and mentorship for farmer produce groups and Small and Medium Enterprises on business improvement skills (financial management, business planning, record keeping, and costing, strategic planning, financial literacy).

Main delivery areas

- ✓ Work Coordination and Supervision
- ✓ Staff Management: Selection, Evaluation, and Training
- ✓ Labor Relations Compliance
- ✓ Staff Development and Training
- ✓ Administrative Tasks: Record-keeping and Reporting
- ✓ Farming Operations Management: Supplies and Operations
- ✓ Maintenance and Repair Oversight

Achievement and milestones achieved

- Improved operational efficiency with streamlined coordination and supervision.
- Demonstrated effective staff management through recruitment, evaluation, and training.
- Ensured compliance with labor regulations for a positive work environment.
- Implemented staff development activities to enhance skills and delivery.
- Maintained optimal farm operations and infrastructure through efficient management.

October 2017-December 2019

KYEOP Lead Trainer – Capital Strategies Kenya Ltd (Kenya Youth Employment and Opportunities Program)- Kisumu & Busia Counties- Kenya

Responsibilities.

- Delivering Core Business Skills Training (CBST) to target youths
- Supporting in creation of Bankable Business plans
- Training target youths on the basic employability skills
- Support target youths on job creation strategies
- Providing financial literacy training to the target youth groups.

Main training and delivery areas.

- ✓ Core business skills training
- ✓ Bankable business plan creation and support
- ✓ Employability skills training
- ✓ job creation and strategic support
- ✓ Financial Literacy Training

Achievements and milestones

- Assist youths in exploring job creation strategies, fostering innovation.
- Offered financial Provided Core Business Skills Training (CBST) to empower young entrepreneurs.
- Assisted youths in crafting bankable business plans for effective funding.
- Equipped youths with employability skills for successful job placements.

- Supported literacy training for informed financial decision-making.

January 2016- September 2017

**Combined Socio-Economic and Public Private Partnership Coordinator (CSE - PPP Coordinator)-
Impact Research and Development Organization (IRDO), Siaya County -Kenya**

Key responsibilities

- Ensure ongoing quality implementation/application of training by mentors through supervision, support, mentoring and guidance
- Ensure timely and accurate M&E data is collected, computed and reported.
- Partnership management and development: establish and manage partnerships with key stakeholders (private sector, government and civil societies) relevant to the project and the local community, but not limited to
 - o Formal financial institutions
 - o Organizations/institutions/companies to enhance:
 - o Employability
 - o Job-seeking skills
 - o Support to access to tertiary education at all levels
 - o Linkage to opportunities such as internship, apprenticeship, job placement, market linkage, and vocational training
- Keep an eye on the progress of the program implementation with a view to ensure quality and on time completion/achievement of targets
- Responsible for training project beneficiaries on financial capability and Entrepreneurship skills
- Provide reports as required.

Main areas of Delivery

- ✓ Training and quality assurance
- ✓ Monitoring and Evaluation Management
- ✓ Partnership Management and Development
- ✓ Program Implementation and Oversight
- ✓ Financial Literacy and Entrepreneurship Training
- ✓ Reporting

Achievements and milestones achieved.

- Ensured mentor training quality, boosting participant satisfaction and competency.
- Collected, computed, and reported M&E data promptly for informed decision-making.
- Formed partnerships with stakeholders to amplify program impact, expanding resources.
- Monitored program progress, achieving milestones within designated timeframes.
- Offered extensive training on financial capability and entrepreneurship for economic empowerment.
- Provided timely, accurate reports for transparency, accountability, and future planning.

March 2014- November 2015: Platinum Credit Limited.

Credit Risk Analyst.

Key Responsibilities.

- Evaluating the credit worth of the client.
- Evaluating the ability of the pay the client.
- Bench making the collateral of the client.
- Recommending the amount to be awarded to the client.

Main delivery areas

- ✓ Ensuring accurate information is provided by the client.
- ✓ Evaluating the value of the collateral.
- ✓ Compliance with the credit law limits.
- ✓ Administrative Tasks: Ensuring the targets are met credit officers.
- ✓ Maintenance and Oversight of the credit integrity.

Achievement and milestones achieved

- Improved operational efficiency with streamlined coordination and supervision.
- Demonstrated effective staff management through evaluation and training.
- Ensured compliance with labor regulations for a positive work environment.
- Implemented staff development activities to enhance skills and delivery.
- Maintained optimal operations and infrastructure through efficient management.

REFEREE:

Mr. Polycarp Ngoje

Executive Director,

E. Africa SIYB.

Tel: +254722 613879

Email: Polycarp.ngoje@gmail.com

Ms. Jackie Ayiro

C.EO/ILO Master Trainer

Jadfad Consultant

Tel: 0722 902 154

Email: jackieayiro@gmail.com/jadfadlimited@hotmail.com

Mr. Pius Ng'ang'a

C.E.O

Capital Strategies I.t.d.

Tel: +254721224206

Email: pius@capitalstrategies.co.ke .





The undersigned SIYB Master Trainer in representation of the
Start and Improve Your Business programme
of the International Labour Organization



International
Labour
Organization

Certifies

Kevin Ongeso Akumu

as competent to undertake the tasks of an

GYB-SYB-IYB TRAINER

Trained and Certified by

Mike Lwande Oneko, Polycarp Paul Ngoje

APR 2016

Date



Certificate



This is to certify

Mr. Kevin Ongeso Akumu

As a Trainer through Classroom Training and On-Site Consultancy in Financial Management Field
under the Project For Enhancing Enterprise Competitiveness in the Republic of Kenya organized by
KIBT and JICA from April to July 2022
and is hereby awarded this

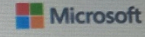
16th November, 2022

Dr. Catherine WAWERU (PhD)
Director,
Kenya Institute of Business Training,
Ministry of Cooperatives and Micro, Small &
Medium Enterprises (MSME) Development

Mr. Hajime IWAMA
Chief Representative
JICA Kenya Office



Edit with WPS Office



CERTIFICATE OF COMPLETION

delivered to

Kevin Ongeso

who participated in the training activity

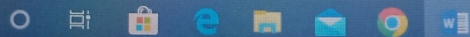
WOMEN IN DIGITAL BUSINESS | FOUNDATIONS PROGRAMME ON DIGITAL SKILLS

July 13, 2024

Date



to search



Edit with WPS Office