John Kimaiyo Resume

Phone: 0728664013
Work Email: john.kimaiyo@kemsa.go.ke
Email: kimaiyojohn6@gmail.com
Website: https://johnkimaiyo.vercel.app/

Technical Skills

Project Title	Description	Tools Used	Video Demo	Download Power BI File
Cargo Revenue Management & Route Portfolio Performance Dashboard	To demonstrate your ability to analyze demand, optimize capacity, and drive revenue decisions for a defined portfolio of routes using open-source data and Power BI.	Microsoft Power BI	Link	Link

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Work Experience

Kenya Medical Supplies Agency (KEMSA)

Revenue Management Analyst
5th May 2025 to Date

- Developed and implemented **cost-plus pricing models** that ensured full cost recovery for all products by meticulously analyzing procurement, freight, storage, and overhead expenses.
- Conducted detailed **market and benchmarking analyses** to maintain competitive pricing against regional and international suppliers, enhancing KEMSA's market position while maximizing financial viability.
- Provided pricing models and financial support for major **tender bids and contracts** with key partners like The Global Fund and USAID, successfully securing critical funding and new business.
- Utilized historical sales data and trend analysis to **forecast future demand** for thousands of medical items, including malaria drugs and HIV test kits, anticipating seasonal patterns and health initiative impacts.
- Collaborated with supply chain and procurement teams to use these forecasts, **preventing critical stock-outs** and minimizing overstocking to improve capital efficiency.
- Monitored and reported on daily, weekly, and monthly **revenue performance**, identifying key drivers of financial trends and providing actionable insights to management.
- Analyzed **customer and product profitability** to inform strategic decisions on market entry, product assortment, and resource allocation.
- Created automated dashboards and reports using tools like **Power BI** to provide real-time, clear visualizations of revenue trends and financial health for senior leadership.
- Ensured **master data integrity** within the ERP system, maintaining accurate product and sales data essential for reliable analysis.
- Leveraged advanced analytical tools including **Microsoft Excel (PivotTables, Power Query), SQL** for data extraction, and **Power BI** for visualization.

Atlantis Technologies
Revenue Management Analyst
1st September 2020 to 30th 2025

- **Service Pricing:** Developed and maintained pricing models for different services (e.g., a cloud migration project vs. an ongoing cybersecurity monitoring package).
- **Value-Based Pricing**: Developed and maintained price solutions based on the perceived value and ROI for the client. This required deep collaboration with the sales and solutions architecture teams.
- **Tiered Offerings:** Created and priced different tiers of service packages (e.g., Basic, Professional, Enterprise) for their managed services to appeal to different customer segments.
- **Competitive Analysis:** Continuously monitored the pricing of competitors (other IT firms, cloud consultancies, MSPs) to ensured Atlancis remains competitive while highlighting its unique value proposition.
- **Discounting Authority:** Established guidelines for discounting. Approved or rejected discount requests beyond a certain threshold, ensuring they are justified and don't erode profitability.
- **Proposal Analysis:** Reviewed proposals and statements of work (SOWs) to analyze the profitability of potential deals before they are sent to clients.
- **Win-Loss Analysis**: Analyzed deals that were won and lost to understand the role pricing, packaging, and competition played. This data is crucial for refining future strategies.
- **Revenue Forecasting:** Predicted future revenue streams based on sales pipeline data, historical trends, and market conditions.
- **KPIs and Reporting:** Built dashboards and reports to track key performance indicators (KPIs) such as: **Monthly Recurring Revenue (MRR)** , **Annual Recurring Revenue** (ARR) for managed services, **Customer Lifetime Value (CLV).Profit Margin by Service Line** (e.g., How profitable is the Data & AI practice compared to Cybersecurity?), Revenue per Employee/Consultant
- **Market Trend Analysis**: Analyzed industry reports and internal data to identify new revenue opportunities (e.g., a growing demand for a specific AI service that Atlancis could develop and price).
- **Profitability Analysis**: Determined the most and least profitable services. That lead to recommendations to sunset underperforming offerings or double down on high-margin ones.
- **Bundling Strategies:** Identified opportunities to bundle services (e.g., bundling cybersecurity with cloud management) to increase the average contract value and improve client stickiness.
- **New Service Introduction**: Provided pricing and market-fit analysis for new services Atlancis is considering launching.
- **Segment Identification**: Defined client segments (e.g., by industry: banking vs. retail; by size: SME vs. large enterprise).
- **Segment-Specific Strategies**: Developed tailored pricing and packaging strategies for each segment. A large bank might have a higher willingness to pay for premium cybersecurity than a small retail business.

Kenya Airways
Accounts Payable Accountant
5th Dec 2016–4th August 2020

- **Data Analysis & Process Optimization**
  - Analyzed invoice processing data to identify bottlenecks, leading to a 15% reduction in the average invoice cycle time by streamlining the verification workflow.
  - Tracked and reported on weekly invoice volume, enabling accurate workload forecasting and efficient resource allocation during peak operational periods.
  - Categorized invoice discrepancy types using Pareto analysis, which reduced common errors by 25% through targeted process improvements and team training.
- **Supplier & Spend Analytics**
  - Developed a quarterly supplier spend analysis report, categorizing expenditure to identify the top 20 suppliers by value, which supported strategic contract renegotiations.
  - Performed ABC analysis on the supplier base, leading to the consolidation of low-value vendors and a 10% reduction in related processing costs.
  - Monitored supplier payment terms to capitalize on early payment discounts, generating annual savings of [Insert Estimated Amount, e.g., $50,000].

- **Financial Control & Risk Management**
  - ➤ Audited the supplier master data update process, implementing validation checks that prevented potential fraudulent payments and ensured data integrity.
  - ➤ Generated monthly aging reports on unresolved statement discrepancies, reducing items over 60 days old by 40% through proactive follow-up.
  - ➤ Maintained a 99.5% accuracy rate in payment executions by implementing a data validation routine before payment runs.

BOMA Consulting
Audit Assistant Intern
1ˢᵗ January 2015 –30ᵗʰ November 2016

- **Vouching and Testing:** Performed detailed testing of transactions. For example, selecting a sample of sales invoices and **vouching** them back to shipping documents and customer orders to ensure sales are valid and recorded correctly.
- **Tie-Out and Reconciliation:** Ensured that the numbers in the footnotes match the main statements, and that everything adds up correctly. Helped prepare and test account reconciliations (e.g., bank reconciliations).
- **Analyzed trends in financial data** (e.g., gross margin month-over-month, year-over-year).
- **Calculated key financial ratios** (e.g., current ratio, inventory turnover, debt-to-equity) and investigated significant fluctuations.
- Developed expectations based on historical data and industry trends and then investigate any significant deviations.
- **Journal Entry Testing:** Reviewed journal entries, especially those made at year-end and by senior management, for appropriate documentation and authorization. You'll look for any unusual or out-of-period entries.
- **Walkthroughs:** Assisted senior auditors in performing "walkthroughs." This means tracing a transaction from its origin (e.g., a purchase requisition) all the way through to its recording in the general ledger, noting the controls at each stage.
- **Testing Controls Effectiveness:** Tested if they are operating effectively throughout the year. Involved selecting a sample of transactions and verifying that the control was performed correctly (e.g., that a manager properly approved an expense report).
- **Cash and Expenses:** Testing bank confirmations, reviewing bank reconciliations.
- **Fixed Assets:** Testing additions and disposals, reviewing depreciation calculations.
- **Accounts Payable and Expenses:** Testing accrued liabilities, searching for unrecorded liabilities.
- **Payroll:** Testing payroll expenses and accruals.
- **Preparing Audit Documentation:** Documented in "workpapers." Preparing clear, concise, and well-organized workpapers that supports the testing I performed.
- **Client Communication (Limited):** Requested supporting documents from the client (e.g., via a request list - "PBC" - Prepared By Client).
- **Team Coordination:** Helped managers with scheduling, meeting deadlines, and ensuring all sections of the audit file are progressing

KM Rop &Associates
Audit Attachee
1ˢᵗ May 2011 to 30ᵗʰ July 2011

- Performed bank reconciliations for clients.
- Filed tax returns for clients.
- Verified supplier statement reconciliations for clients.
- Conducted testing of internal controls.
- Performed a variety of auditing work under the guidance of a senior officer.
- Verified vouchers according to rules and regulations, involving primary data entry and routine auditing of cashbooks, imprest, and advances ledgers.

Education

Moi University
Bachelors in Business Management (Accounting)
Completion Year: 2014
Grade: 2nd Upper Honors Upper Division

Summit College of Accountancy
CPA Part I & II
Completion Year: 2021
Level: Part III, Completed Part I & II (Section 1 – 4)

Google Africa Developer Training Program
Google Cloud
Completion Year 2023

Google Africa Developer Training Program
Mobile Web Development
Completion Year 2022

<u>Referees</u>

Pauline Nyoru

- **Occupation:** Finance Manager
- **Institution:** Kenya Medical Supplies Agency
- **Contact :** 0728974646
- **Email:** pauline.nyoru@kemsa.go.ke
- **Website**: https://kemsa.go.ke/

Isaac Ngeno

- **Occupation:** Commercial Manager
- **Institution:** Atlantis Technologies
- **Contact :** 0715003578
- **Email:** Isaac.kipngeno@atlancis.com
- **Website**: https://atlancis.com/

Hellen Mumbi

- **Occupation:** Revenue Manager
- **Institution:** Kenya Airways
- **Contact :** 0711310253
- **Email:** hellen.mumbi@kenya_airways.com
- **Website**: kenya-airways.com/en-ke/

Mr. Geoffrey Langat

- **Occupation:** Head of Corporate Finance
- **Institution:** Kenya Airways
- **Contact:** 0741787031
- **Email:**geoffrey.langat@kenya.airways.com
- **Website:**kenya-airways.com/en-ke/

Patrick Kiptoo

- **Occupation:** Managing Director
- **Institution:** BOMA Consulting
- **Contact:** 0725517345
- **Email:**bomatax@gmail.com
- **Website:**bomatax.com