

John Kimaiyo Resume

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Technical Skills

Project Title	Objective	Tools Used	Video Demo	Download Microsoft Power BI File
Airline Financial Performance Dashboard	<ul style="list-style-type: none">• Regional Performance• Performance Trend Analysis• Profitability Segmentation• Load Factor Performance• Revenue Tier Classification• Operational Efficiency Flag• Regional Performance Comparison• Aircraft Type Efficiency• Priority Routes for Analysis• Monthly Trend Analysis	Microsoft Power BI	Link	Link

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 ensure Atlantis 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 Atlantis could develop and price).
- **Profitability Analysis:** Determined the most and least profitable services. That led 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 Atlantis 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 Analyst

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.
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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 I – 4)

Google Africa Developer Training Program

Google Cloud

Completion Year 2023

Google Africa Developer Training Program

Mobile Web Development

Completion Year 2022

Referees

Pauline Nyoru

- **Occupation:** Finance Manager
- **Institution:** Kenya Medical Supplies Agency
- **Contact :** 0728974646
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Isaac Ngeno

- **Occupation:** Commercial Manager
- **Institution:** Atlantis Technologies
- **Contact :** 0715003578
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Hellen Mumbi

- **Occupation:** Revenue Manager
- **Institution:** Kenya Airways
- **Contact :** 0711310253
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Mr. Geoffrey Langat

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Patrick Kiptoo

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