**John Kimaiyo Resume**

**Phone:** 0728664013

**Work Email:** john.kimaiyo@kemsa.go.ke

**Email:** [kimaiyojohn6@gmail.com](mailto:kimaiyojohn6@gmail.com)

**Website:** <https://johnkimaiyo.vercel.app/>

**Technical Skills**

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| --- | --- | --- | --- | --- |
| **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](https://youtu.be/oCMfofLB6c4) | [Link](https://github.com/JohnKimaiyo/Etihad_job_applications/blob/main/Revenue%20Management%20Analyst/Cargo%20Flight%20Perfomance.pbix) |

**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*

**Referees**

**Pauline Nyoru**

* **Occupation:** Finance Manager
* **Institution:** Kenya Medical Supplies Agency
* **Contact :** 0728974646
* **Email:** [pauline.nyoru@kemsa.go.ke](mailto: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](mailto: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](mailto:bomatax@gmail.com)
* **Website:**bomatax.com