

Curriculum Vitae

Obed Moseti Makori

Profession: Accounting & Finance

Sector: Financial Services

Nationality: Kenyan

Contact Details: P.O. Box 332 - 00520, Nairobi, Kenya

Cell: +254723318313

Mail: omakoryuk@yahoo.co.uk

Skype: Omakori

Profile and Key Qualifications:

Obed Makori, is a finance and accounting professional with over eight years professional experience in the Financial Services sector Savings and Credit Cooperative (SACCO) sector in Kenya and some countries in Africa. He served as IRnet Coop Kenya's General Manager, was responsible for the daily operational management and long term business planning for the World Council Office in Kenya and sat in the round table of WOCCUs country office managers. Makori also worked as an accounting and finance advisor on WOCCU's Application Service Provider (ASP), which provides front and back office accounting support to small and medium sized SACCOs. He worked with the SACCOs to review their operational Management Information systems (MIS) and their bookkeepers to upgrade accounting management practices from manual record keeping to an electronic record system, ensuring accurate data entry and compliance with a newly enacted SACCO law. He has also managed the WOCCU Cooperative Development program (CDP) which is a USAID sponsored program working with SACCOs in Kenya to increase membership in the agricultural areas and on lend to the agricultural sector that is considered risky. Besides these assignments and the skills, Makori also engineered the formation of the first Digital SACCO in Kenya that works through the phone to provide savings and credit to the rural population in the country.

In other previous programs between 2007 and 2012, Makori has served in previous capacities within donor funded programs that were focused on expanding financial services to the rural and urban underserved by capacity building of SACCOs with core areas including institutional assessment, restructuring, IT implementation, financial management, Credit administration, Delinquency monitoring and management, Member services, Savings mobilization, branding and governance.

Makori is a native Kenyan with excellent English, Kisii and Swahili language skills. He also has working knowledge of French language.

Academic Record:

- Master of Science in Finance (Msc. Finance), Kenyatta University, Kenya - Ongoing with coursework already completed
- Bachelors of Science (**2nd Class Honours, Upper Division**) – 2006, Jomo Kenyatta University of Agriculture & Technology, Kenya
- Certified Public Accountant of Kenya (**C.P.A – K**), 2008
- Kenya Certificate of Secondary Education (**K.C.S.E**), 2000

Manuals Developed

2007: Accounting Manual for Kenyan SACCOs detailing all accounting operations and the upcoming

SACCO law. This was presented to the Ministry of Cooperative Development and Marketing

2008: SACCO Audit Manual aimed at detailing the process of Audit, how to, key areas and reporting mechanisms

A team member developing expansion plan for Jamii, Universal Traders and MMH SACCOs focusing on Rebranding, product development & feasibility studies and strategic plan development

2009: Guide to Investment for SACCOs with emphasis on the SLY principles. Presented to taskforce on Investment, World Council.

2011: Operational Guide to Automation, a guide to help Credit Unions /SACCOs on using the Application Service Provider

2014: Expansion of Financial Services to the unbanked using digital means, a case of Digital financial services

Conferences/ Relevant seminars/ Trainings

2008: AITEC banking & Mobile Money COMESA Conference, Nairobi

2011 Facilitator at the Convergences 2015 conference Paris, France with emphasis on easing Remittance flow between countries.

2012: WOCCU Managers Forum, Salt Lake City, United States

2013: Methodologies on Financial Services expansion to the rural unbanked using the Semilla-Cooperativa Model training, Veracruz, Mexico

2013: Credit Union Revitalization Program, Liberia. Facilitate training on Financial Management, Credit processes, Loan Analysis, Internal controls to the Boards of Credit Unions in Liberia.

2013: Tasked by the Central Bank of Liberia to advise on Methodologies to ease Financial Inclusion in Liberia

2013: Facilitator at the AITEC Comesa conference, Nairobi on How to improve the efficiency and services of SACCOs and other Savings organizations

2014: Mobile Money and Digital Payments Conference Johannesburg, South Africa

2015: Lead trainer on need to centralize operations for SACCOs in Kenya, a training program by the Kenya Union of Savings & Credit Cooperatives (KUSCCO) covering Nairobi, Coast, Western, Eastern and Rift Valley regions in Kenya

Consultancies Undertaken

Employment Record:

July 2013 -July 2015,Cooperative Development Program Manager

As manager of Irnet Coop Kenya, I oversaw the implementation of the Cooperative Development Program(CDP) as a subcontractor of World Council. CDP is a USAID sponsored Program that works with SACCOs to increase rural household incomes by minimizing risks in agriculture. In this position I helped recruit the SACCOs participating in the program and design the outlay of the program. Working with the World Council, I developed approaches to ensure the program geographical areas are covered, technology transfer is effectively done, recruiting staff in the program and for the SACCOs for implementation. The tools covering from agricultural production and financial management covered critical sections of product design, loan management and delinquency monitoring and management.

July 2009 – June 2015: General Manager – IRNet COOP Kenya. Upper Hill, Nairobi

Reporting to: The Board of Directors & WOCCU Services Group

Location : Nairobi Kenya

Responsibilities

IRNet COOP Kenya is a Kenyan company that offers international remittance service, Software as a Service (SaaS) through cloud technology and Consultancy services. The company also promoted WOCCU activities in the country. I was in charge of the administration, expansion and financial performance of the company with the following duties;

- Develop and implement processes and controls to ensure that all funds transferred via *IRnet* are securely and efficiently processed and disbursed to the intended recipients.

- Manage day-to-day treasury operations, banking relationships including being the signatory to company accounts and accounting functions, including repatriating transfer funds and paying commissions, network fees and sales proceeds to designated treasury/collection accounts.
- Promote consistent growth of the company by recruiting new service providers, integrate methodologies to allow expansion of services by adopting enabling technologies
- Coordinate internal controls and external audits as required by the organization.
- Establish and maintain the relationships with other organizations including donors, for profit organizations, the Government, the Regulators and other entities.
- Coordinate the set-up of the Switch that performs local and international money transfers, as well as designs new products to be ferried by the switch.
- Coordinate with the various Money Transfer Organizations (MTOs) to ensure access to efficient, fairly-priced remittance service, operations, reconciliations and settlement.
- Coordinate with Saccos within the country to promote the cloud MIS services, the mobile money and other delivery outreach methodologies.
- Head the company's consultancy services that focused on Financial services delivery, market research and analysis, product development, financial review, analysis and Forecast, Information technology and Regulatory practices.
- Monitor implementation of business plans, evaluate progress relative to targeted goals, and adjust implementation schedules accordingly.
- Manage the Cooperative Development Program, a USAID sponsored project aimed at taking financial services to the farmers while reducing the risks to agricultural lending

July 2012 - Dec 2014: E-Kenya SACCO Chairman and Chief Executive

Created the first digital SACCO in Kenya. A platform that allows expansion of financial services to various parts of the country. With registration of members to application of loans being done through digital means, the SACCO was inspired by the available technologies and need to leverage on them to expand savings and credit services throughout the country. The delivery methodology was through both USSD and Application that allows one to register and transact their accounts. Efficiency monitoring was included for field staff with Applications allowing for location monitoring, evaluation of duties performed and time management.

Sept 2007- Apr 2012, Accounting Specialist – World Council of Credit Unions , Upper Hill, Nairobi

Reporting to: The Project Director

A donor funded (Bill &Melinda Gates Foundation) program with 2 major functions:

- 1) *Working to increase accessibility of financial services to the poor through SACCOs*
- 2) *Creating Data Center to help at least 100 small SACCOs computerize via an Application Service Provider (ASP)*

Responsibilities

- Develop standards on accounting and data capture for participating institutions. This included a standard accounting nomenclature entailing all SACCOs.
- Data classification, analysis and advice on financial management for the institutions
- Financial projections, Business plans, review and modeling for the institutions
- Design of IT systems aimed at computerizing SACCOs with emphasis on Ledgers & reporting, Data extraction & Analysis, expansion, outreach and Operations
- Support established data centers in both accounting and data interpretation.
- Process mapping the accounting procedures in the project SACCOs to increase efficiency and comply with regulations.
- Train SACCO bookkeepers on accounting system software.
- Train SACCO staff on various issues including effective financial management and credit administration, accounting and system use.
- Analyze SACCOs' savings and loan products relative to the market.
- Provide guidance to the data center in the areas of: internal and external audit regulation, prudential standards, remittance service management and AML
- Prepare quarterly project budgets and donor management reports

Other Positions Held

Jan – Sept 2007 Accounts Payable Head – Fresh Produce - Uchumi
 Supermarkets Ltd, Industrial Area, Nairobi

May – Dec 2006 Purchasing Accountant - Morris & Co. Ltd
 Industrial Area, Nairobi – Kenya

Languages:

Language	Speaking	Reading	Writing
English	Excellent	Excellent	Excellent
Swahili	Excellent	Excellent	Excellent
Kisii	Excellent	Excellent	Excellent
French	Fair	Fair	Fair

References

Ambassador Elkanah Odembo,
Country Director,
Care International - Ghana,
Cellphone: +254 706 524 819
Email: eodembo@gmail.com

Peter Njuguna,
Head of SACCO Supervision Department,
SACCO Societies Regulatory Authority (SASRA),
+254 20 2717714-18, +254 719 555 877
Cellphone: 254 721 206 228
peterknjuguna@yahoo.com

Patrick Muriuki
Project Director / Chief of Party,
World Council of Credit Unions -Liberia
Cellphone :+231 888 470 112
+254 723 342 726
pmuriuki@woccu.org
patrickmuriuki@yahoo.com