

## PROFILE & KEY COMPETENCES

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I'm Thérèse Kodjo, a multilingual growth and partnership manager with a deep commitment to impact-driven work across Africa and Europe. With roots in Sénégal, Togo, and Sweden my experience spans within sectors such as EdTech, inclusion, and innovation ecosystems, I thrive in multicultural environments where strategy meets community.

Over the last few years, I've built a strong track record in cross-sector collaboration, stakeholder engagement, and program delivery especially in initiatives tied to education, inclusion, and social innovation.

I'm currently based in Kigali giving me flexibility to move freely for innovation and investment opportunities. Whether facilitating strategic partnerships, managing programme lifecycles, or amplifying impact narratives, I bring clarity, empathy, and results-focused energy to every team I join making me a strong candidate for your organisation.

## EXPERIENCE

**Growth & Project Management | Laisons | Operations | Stakeholder Engagement & Cross-Cultural Communication**  
**| Public speaking | Strategic Planning & Organizational Development**

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### Operations & Global Partnerships Lead

Academic Bridge, Kigali (**Sep 2024-Mar 2025**) *6 months : The role concluded after six months due to a strategic shift following investor withdrawal.*

**Skills:** Programme Management | Stakeholder Coordination | Data Reporting | Cross-functional Liaison | Systems Thinking

- Led EdTech platform implementation in schools across Kigali, aligning digital migration with local policy and partner expectations.
- Served as a liaison between technical teams and educators to ensure real-time feedback loops and service adaptation.
- Acted as escalation point for clients, contributing to systemic service improvement and strengthened trust with institutional partners.

### Programme Coordinator (Leadership & Advocacy)

Maktsalongen, Stockholm (**Oct 2021 – Sep 2022**) — *12 months*

**Skills:** Strategic Programme Design | Grassroots Partnership | Feminist Leadership | Advocacy

- Designed and coordinated a leadership programme advancing intersectional feminist organizing.
- Collaborated with national and community-based actors to deliver impactful workshops and public engagement strategies.
- Ensured consistent alignment with equity goals and cross-institutional representation.

### Founder & Leader : EMPWRGRP, Stockholm *6 years (2018–2024)*

**Skills:** Strategic Visioning | Community Organizing | Advocacy | Brand Collaboration

- Founded Sweden's first network for Black women, forging partnerships with Spotify and Jung Relations.
- Facilitated over 30 workshops/events on leadership, wellness, and professional growth.
- Championed visibility and narrative-shaping for underrepresented groups in policy and media forums.

### **Customer Success Manager (SaaS)**

*Digital Talk, Stockholm – (Aug 2023– Sep 2024)*

**Skills:** CRM & Client Relations | SaaS Lifecycle | Process Optimization | Inter-agency Coordination

- Provided onboarding and lifecycle support for 50+ B2B clients in language technology.
- Built bridges between freelance interpreters and public sector clients, improving digital workflows and policy alignment.
- Used insights from frontline interaction to shape internal dashboards and team strategy.

### **Career Coach (Labour Market Programme)**

*Curonova, Stockholm/Jönköping (Sep 2019 – Jun 2023)*

**Skills:** Workforce Development | Labour Market Coaching | Digital Facilitation | Partnership with Public Agencies

- Delivered 4000+ hours of coaching in Swedish, French, and English through Sweden's national employment program.
- Collaborated with municipal offices and employer partners to ensure alignment with active job placement efforts.
- Developed scalable onboarding and career workshop formats during COVID-19 digital transition.

### **B2B Business Advisor & Customer Success**

*Curonova Consulting (2021– 2022)*

**Skills:** Employer Partnership | Recruitment Marketing | CRM (Salesforce, Upsales)

- Led recruitment campaigns for SMEs and supported internal sales teams with employer branding tools.
- Designed "dream client journeys" to improve public-private partnership outcomes and participant placement.

### **Moderator (Equality Forum Sweden)**

*(July 2019-Feb 2020)*

**Skills:** Public Speaking | Narrative Framing | High-Level Facilitation

- Moderated Sweden's largest equality forum (~900 participants), and awarded the Equality Prize 2020.
- Conducted research and presented speeches representing institutional DEI ambitions

### **DEI Consultant (Leadership & Policy) (Oct 2022 – Dec 2022) ADAN e.V (Contract)**

**Skills:** Leadership Training | DEI Frameworks | Inclusive Strategy

- Advised C-level stakeholders on long-term DEI implementation strategy.
- Delivered online and in-person training across European NGOs and foundations.

## **Marketing & Community Lead (Contract)**

Bantaba (Fintech-Africa) **(Mar 2022-Jun 2022)** *4 months*

**Skills:** Communications Strategy | Analytics | Community Engagement | Partnership

- Developed digital reports and strengthened SEO + community strategy for a diaspora-based Fintech ecosystem.
- Supported DELOITTE pitch and ecosystem partnerships across Africa and Europe.

## **Project Worker**

*Sweden's Oldest Women & Girls Centre, Jönköping (2019–2020)*

**Skills:** Youth Engagement | Violence Prevention | Municipal Collaboration | Safety

- Led workshops on gender-based violence and rights for young people in schools.
- Partnered with local government to deliver education campaigns and safe housing policy updates.
- Handled day-to-day risk management for shelter operations.

## **Intern (Public Health & Education)**

IOGT-NTO East Africa — *3 months*

**Skills:** Workshop Facilitation | Research | Educational Content Creation

- Conducted research on alcohol marketing in Arusha; facilitated community awareness workshops in Nairobi.
- Produced youth-focused toolkits still used by local NGOs today.

## **Education & Certifications**

- **B.A. International Relations & Global Studies**, Jönköping University
- **Certified Life Coach**, Coach Companion Stockholm

## **Languages**

- Swedish – Native
- English – Fluent
- French – Fluent