**A person smiling for the camera

Description automatically generated with low confidenceANNSTELLAH MAINA**

**Country of Residence:** Kenya

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**AT A GLANCE**

* A well-rounded project management professional with 8+ years of practical experience in financial services specializing in implementation of development finance projects across Sub-Saharan Africa.
* Performed a range of project management roles ranging from tender management, grant management, work plan development, resource mobilization, team leadership, budgeting, monitoring, evaluation, accountability and learning (MEAL), risk management, strategic partnerships building, stakeholder management, strategy development, public communications, logistics and event management etc.
* A Certified Digital Finance Expert and Fintech Entrepreneur with proven experience in building financial technology solutions, coaching and mentoring Pan-African Tech Startup founders and ESOs in business case definition, product development and digitalization.
* Possesses a clear understanding of development finance fundamentals with budding experience in thematic areas such as project finance, policymaking, technical assistance, SME development, agricultural finance, green finance, public sector finance, corporate governance and ethics, ESG and impact investing, digital finance, entrepreneurship and innovation, donor relations etc.
* Excellent track record of delivering results at managerial level for donor-funded consulting assignments projects with European Commission, GIZ, KfW, US-PRM, World Bank Group, UNCDF, Hilton Foundation, African Guarantee Fund and African Development Bank.

**EDUCATION**

* **Bachelor of Science in Agriculture (Agricultural Economics Major)**, University of Nairobi, Second Class Honours, Upper Division. (2018)

**PROFESSIONAL COURSES**

* **Introduction to Python Programming,** Stanford University (2025)
* **Certificate in Public Leadership and Policy Programme,** School of Politics, Policy and Governance (2025)
* **Using Public Policy for Social Change,** University of Michigan (2024)
* **Engaged Research for Community and Policy Impact,** [INASP](https://learn.inasp.info/) (2024)
* **IBM Data Analyst Professional Certificate,** IBM/Coursera (2024)
* **Basics of Grant Proposal Writing,** [INASP](https://learn.inasp.info/) (2024)
* **Certified Expert in Digital Finance,** Frankfurt School of Finance and Management (2023)
* **Foundations of Project Management,** Google/Coursera (2022)

**PROFESSIONAL SKILLS**

* **Public Policy:** Research, Strategy Development, Policy Evaluation.
* **Project Management:** Agile, Waterfall, Scrum, Lean Six Sigma, Kanban, Gantt Charts.
* **Programming Language:** Python, SQL.
* **Statistical Data Analysis**: MS Excel, IBM SPSS, Stata, GenStat, SAS, PowerBI
* **Digital Collaboration Tools:** Basecamp, Confluence, Jira, Teamworks, Monday.com, Smartsheet, Slack, Asana, Miro, Mural.
* **MS Office:** PowerPoint, Projects, Excel, Word, Outlook.

**COUNTRIES/LANGUAGES/AFFILIATIONS**

**Geographic Experience:**  Kenya, Uganda, Tanzania, Rwanda, Ethiopia, South Sudan, Ghana, Nigeria, South Africa, Mozambique, Botswana, Angola, Zambia, United Kingdom, Germany.

**Languages:** English (fluent), Kiswahili (Native), French (B1 level).

**Membership in Professional Associations:** Women Who Build Africa (WWBA), Association of Startup and SMEs Enablers of Kenya (ASSEK), VC4A Investor Network, IFAD National Remittance Stakeholder Network (NRSN) – Kenya.

**PROFESSIONAL EXPERIENCE**

**TYPSA GROUP/ AFRICA TRANSPORT POLICY PROGRAM (SSATP)**

**DATA AND POLICY CONSULTANT/NATIONAL PROJECT LIAISON - KENYA**

*August 2025 - Present*

[TYPSA](https://www.typsa.com/en/introducing-typsa-group/) is an independent consulting and engineering services group, and a leader in infrastructure, energy, environmental and city solutions. The Group has over 50 years’ experience supporting public, private, and institutional clients in developing transport, water, buildings, renewable energy and rural development projects.

**Project title:** Technical Assistance to Support the Africa Transport Policy Program (SSATP) Fourth Development Plan (DP4) Implementation - Baseline Survey of African Road Funds.

**Name of Client:** African Road Maintenance Funds Association (ARMFA/AFERA)

**Overall Project Value:** 250,000 EUR

**Origin of Funding:** World Bank, European Commission (EU-INTPA)

* Coordinated and presented the project inception results at the project kick-off workshop in Nairobi with 50+ Road Fund Board Directors represented from across Sub-Saharan Africa.
* Design and implementation of the data collection, validation and analysis tools and procedures.
* Development quantitative and qualitative instruments (questionnaire, interview guides), integrating modules on climate finance, gender and equity.
* Conducting data-cleaning, triangulation of primary responses with secondary sources and applying confidence-scoring.
* Production of analytical outputs; charts, dashboards, for inclusion in the analytical report and the final deliverables
* Co-author a policy document defining the characteristics, principles and practices of “next-generation road funds”.

**FRANKFURT SCHOOL OF FINANCE AND MANAGEMENT (FS-IAS)**

**PROJECT MANAGEMENT CONSULTANT**

*April 2024 – Present*

[Frankfurt School](https://www.frankfurt-school.de/home/international-advisory-services?_gl=1*1gos5bk*_up*MQ..*_ga*Mzk3NTQ0MDc0LjE3MjQ3MDc5NjY.*_ga_K5NLDN083M*MTcyNDcwNzk2NS4xLjAuMTcyNDcwNzk2NS4wLjAuMTg5NTU0MDI3Mw..) is a leading European business school specializing in management and finance education. Its International Advisory Services (IAS) team helps improve global financial markets through management consulting and training programs.

1. Project Director and Backstopper of **a 150,000 EUR KfW-funded project: “Review and Update to an Environmental and Social Management System (ESMS) for the Development Bank of Southern Africa (DBSA)”:**

* Organized and chaired the project kick-off workshop with all project stakeholders to review the proposed plan, discuss expectations, present Frankfurt School’s expert team, approach and methodology and clarify, establish contact persons, and agree on the joint project objectives to be achieved.
* Shadowed the Team Leader in reviewing DBSA’s ESMS policy to identify gaps to align with KfW Sustainability Guidelines to best manage ESG risks associated with the number of existing KfW credit lines and projects.
* Supported the Team Leader in the preparation and presentation of an ESMS gap analysis report and implementation plan at DBSA headquarters in Johannesburg, South Africa.
* Facilitating monthly update calls with DBSA and KfW to provide updates on the project updates, present any bottlenecks and probable solutions and brainstorm on the execution of upcoming project activities.
* Leading on contract management with KfW, project supervision, quality control and backstopping as well as approval of all outputs and reports.

1. Technical Bid Writer based on previous high success rate. Notable tenders awarded during the tenure:

* **750,000 EUR KFW-funded project** with NamPost provides advisory services for micro-lending to MSMEs and low-income households, helping them overcome the COVID-19 crisis in Namibia.
* **1,800,000 EUR KFW-funded project** to support the Bank of Mozambique and its partners with credit lines for Agri-MSMEs, alongside capacity building and environmental/social management.
* **1,200,000 EUR KFW funded project** providing consulting services to the Uganda Development Bank and its partners, focusing on improving access to agricultural finance.
* Multi-Country: **UNCDF-funded Framework Agreement** for provision of pre and post investment advisory services to UNCDF’s investees and prospects across Africa.

**REFUGEE INVESTMENT NETWORK (RIN)**

**SENIOR ASSOCIATE, NAIROBI, KENYA**

*June 2023 – March 2024 (Sub-contract)*

The [Refugee Investment Network](https://refugeeinvestments.org/) is the first impact investing and blended finance collaborative dedicated to creating long-term solutions to global forced migration.

1. Project Director of **an 800,000 USD Hilton Foundation/Acumen-funded project:** [**“Refugee Lens Investing (RLI) in the Greater Horn of Africa (Phase II)”**](https://app.acumenacademy.org/ventures-serving-displaced-people-accelerator):

* Led the day-to-day planning and execution of the project work plan and budget with multiple partners, tight deadlines and competing priorities.
* Supported RIN top management in the recruitment and contract negotiations of subject matter experts and additional RIN staff to support project implementation.
* Spearheaded partnerships with impact investors, incubators, social entrepreneurs including SMEs, senior government officials and other stakeholders in support of the project’s goal of expanding the field of RLI in East Africa.
* Conducted due diligence for potential recipients of the Refugee Investment Fund and facilitated contract management with the program finalists i.e. [Gebeya Inc Ethiopia](https://www.unhcr.org/africa/news/press-releases/gebeya-and-unhcr-launch-new-platform-making-it-easy-businesses-discover-refugee), [Asili Agriculture Uganda](https://www.linkedin.com/posts/refugee-investment-network_forfarmersfromfarmers-climatesmartagriculture-activity-7155920522550161408-Sd2p/), [GADC Uganda](https://acumen.org/companies/gulu-agricultural-development-company/).
* Supported the development and publishing of RIN’s [Refuge Lens Investing Impact Measurement Tool](https://refugeeinvestments.org/resources/rli-impact-measurement-tool/) intended to help investors and companies measure the refugee-specific social impact of refugee lens investment.
* Championed a collaboration with Intergovernmental Authority on Development (IGAD) to host a series of [National Consultations on the Kampala Declaration on Jobs, Livelihoods and Self-reliance for refugees, returnees and host communities in Kenya, Uganda and Ethiopia.](https://refugeeinvestments.org/wp-content/uploads/2024/06/RIN-IGAD-Final-Compiled-Policy-Roadmap-Document-May-2024-1.pdf) To facilitate dialogue between high ranking government officials, private sector actors, and NGOs to identify barriers and opportunities for investment in refugee-hosting areas.
* Chaired a co-creation workshop with Amahoro Coalition as part of the event development activities for the [2023 Africa Forum on Displacement - Private Sector Solutions](https://amahorocoalition.com/afd-forum-2023/) in Accra.
* Collaborated with the Communications Consultant in developing written and multimedia communications products highlighting refugee entrepreneurship success stories.
* Oversaw the development and execution of a project monitoring and evaluation framework to measure project inputs, output and outcomes.
* Represented RIN at high-level meetings and global conferences to advocate for refugee economic inclusion and self-reliance such as Global Refugee Forum 2023 in Geneva.

1. Research Analyst and Project Backstopper of **a 250,000 USD World Bank-funded project: Refugee Employment Advancement Program (REAP) Outcome-based Funding Feasibility in Kenya and Ethiopia:**

* Organized the kick off meeting that set out the project conceptual framework.
* Inception report with the research design and data collection techniques to be implemented in the study.
* Carried out desk research on existing outcome funding models for refugee initiatives in the Global South.
* Collected qualitative data through consultations and focused group discussions with government officials, NGOs and private enterprises in Kenya and Ethiopia.
* Supported Global Development Incubator in analysing the data and preparation of a feasibility report and initial design of outcomes fund options.
* Prepared and presented a diagnostic and design report for both outcome funds and other financing mechanisms, including structural roadmaps for each option
* Prepared and presented a powerpoint deck outlining the research findings and key fund and non-fund options for REAP.

**KEY WORK ACHIEVEMENTS**

1. Co-created with IGAD, [Policy Action Roadmaps](https://refugeeinvestments.org/wp-content/uploads/2024/08/RIN-IGAD-Final-Compiled-Policy-Roadmap-Document-May-2024-1-1.pdf) for Kenya, Uganda and Ethiopia, outlining strategies to enhance private sector engagement and improve the economic landscape for refugees and host communities. The summary report was presented at the Global Refugee Forum 2023.
2. Led tender management of different donor project grant proposals and was awarded the following notable project during the tenure:

* A 600,0000 USD U.S Department of State Bureau of Population, Refugees and Migration (PRM)-funded project: “Assessment of the Economic Impact on Enhanced Refugee ID policy in Kenya”.

**FRANKFURT SCHOOL OF FINANCE AND MANAGEMENT (FS-IAS)**

**REGIONAL PROJECT COORDINATOR, NAIROBI, KENYA**

*February 2022 - May 2023 (Full-time)*

1. Spearheaded identification of opportunities, preparation of expressions of interest and technical and financial proposals, expert recruitment, and donor contract negotiations. Spearheaded submission of over 15 technical bids with **over 70% winning success** by end of the tenure.
2. Led project coordination of various projects through workplan development, resource mobilization, budgeting, regular exchanges with project consultants and subcontracted partners, drafting project progress reports, reviewing, and approving contracts, payments scheduling, monitoring and evaluation, organization and participation in steering committee meetings and project events.
3. Supported partnerships building with Start-ups, Innovation Hubs, Incubators, Accelerators, Fund Managers and Research firms.
4. Participated in project on-site missions across Africa involving feasibility studies, training assistance and other technical contributions.

**KEY WORK ACHIEVEMENTS**

1. Trainer and Project Director of **a 550,000 USD AfDB-funded project titled** [**“ESO360 Program”**](https://www.afdb.org/en/news-and-events/afdbs-support-climate-focused-esos-through-innovation-entrepreneurship-lab-56757)in partnership with VC4A and Hub Collective to implement the capacity building program for ESOs such as incubators, accelerators, fund managers that provide support and capital to start-ups. Successfully trained and coached over 40 ESOs and start-ups in South Africa, Cote d’Ivoire, Egypt, Ghana, Kenya, and Nigeria on leveraging digital financial services, investment funding, mentorship, and human resource management.
2. Project Director and Backstopper for **a 600,000 EUR GIZ-funded project titled** [**"Green API – Smart Agriculture 2023"**](https://vc4a.com/make-it/green-api-program-smart-agriculture-2023/)in partnership with VC4A. The program aims to continue to support 40 Agritech start-ups in scaling their digital innovations through forming partnerships with digital platform operators with Orange. Successfully trained and coached start-ups in Senegal, Botswana, Cote D'Ivoire, Nigeria and Ghana on business modelling, technical interoperability, strategy and sustainability and legal compliance.
3. Lead Training Coordinator for an [African Guarantee Fund Green Finance Training in Mozambique](https://www.linkedin.com/posts/african-guarantee-fund_greenfinanceconference-climateaction-energytransition-activity-7003674142709309440-f3jW/?originalSubdomain=cd) prepared for senior bank managers from top Mozambican banks including Ecobank, Letshego Bank, Standard Bank, UBA, BNI, Gapi, Confiança, AMB, ABSA, Access Bank and BCI.
4. Supporting the [FS Entrepreneurship Centre team](https://entrepreneurship-centre.fs.de/) at the headquarters in coaching startup founders in solution ideation, product development, financial management and pitch preparation.

**AKWAYA LIMITED**

**FOUNDER AND FORMER CEO, NAIROBI, KENYA**

*March 2021 - February 2022 (Full-time)*

Founded a Pan-African payments company that provides payment processing and remittance services for global, regional, and local merchants.

1. Pioneered the fundamental company setup activities including company incorporation, setup of business accounts, office location scouting, acquiring a trading license.
2. Formulated the company's vision, goals and overall objectives and leading in the development of the short-term and long-term business growth strategies.
3. Managed all financial affairs including operations budgets, collections and settlements, official records, and reports.
4. Recruited and managed a team of 5 employees with varying skillsets in business operations, business development, financial accounting and legal compliance.
5. Led the company acquisition process and deal closing with an angel investor for 100% equity of Akwaya in February 2022.

**FLOCASH LIMITED**

**SENIOR PROJECT MANAGER / HEAD OF PROJECT MANAGEMENT DEPARTMENT, REMOTE**

*March 2020 – February 2021 (Full-time)*

[Flocash](https://www.flocash.com/) is a leading Fintech provider of payment, content and distribution services to consumers, businesses, and financial institutions with headquarters in the United Kingdom.

1. Delivered payment gateway solutions to onboarded merchants through a gated project lifecycle from the initial merchant registration phase to Go-Live using agile methodologies.
2. Plotted out the most realistic course for all technical projects by creating the project scope, defining the project timeline, and elaborating on the project budget.
3. Liaised with various external stakeholders including merchants, issuing banks, card networks, Mobile Network Operators **(MNOs)**, and other third-party suppliers for partnerships development and strengthening the success of all projects.
4. Directed internal and external team members to project success through checking in on individuals for status updates, identifying and clearing roadblocks, negotiating disagreements, keeping team morale high, and providing training and mentorship.
5. Implemented new work processes by identifying and documenting lessons learned from various projects for future reference.

**JUNIOR PROJECT MANAGER**

*October 2018 – March 2020 (Full-time)*

1. Reported on status for each project to appropriate stakeholders via physical meetings, email correspondence and Zoom calls.
2. Supported senior managers and department leaders by completing projects and problem resolution under tight budgets and schedule demands.
3. Contributed to the Flomart website and mobile application design and prototyping by wire-framing using Figma.
4. Designed User Acceptance Tests (UAT) documents for various internal projects by creating the UAT scope, mapped and designed steps for the test users and executed the tests within specified timelines.
5. Nurtured strong customer relationships with each Merchant to ensure Flocash remained top of mind and satisfaction was a priority.

**KEY WORK ACHIEVEMENTS**

1. Business model conceptualization and construction for [**Flomart;**](https://www.flocash.com/flomart) a bill payment and eCommerce mobile application that achieved over 1000 downloads within the first month of launching in Addis Ababa, Ethiopia in early 2020.
2. Project management and partnerships building with Zemen Bank and MasterCard to develop **Ethiopia's first contactless Platinum MasterCard Prepaid Travel Card** which was launched in 2021.
3. Spearheaded Go-live of **6 African airlines online payment systems** among them being Ethiopian Airlines, Rwandair, TAAG Angola, Asky Airlines, Air Cote D'Ivoire, Air Burkina and Zambia Airways between 2018 and 2020.
4. Deployment of new Alternative Modes of Payment (AMOPs) including Nedbank Bank API, MTN Momo, M-gurush, Fawry, Tigopesa and Wafacash in 2019 and 2020.
5. Business Case Development & Project Implementation for the **Flocash Virtual Card Program** in partnership with UBA and Mastercard in 2019. Over 3000 Flocash merchants are utilizing the technology across Africa and the Middle East.
6. Provided team leadership to a large project management team of **43 employees** with various talents through recruitment of new talents, mentorship, consistent training, and quarterly reviewing of individual performance and remuneration negotiations.

**BAYER EAST AFRICA**

**SALES AND MARKETING INTERN, NAIROBI, KENYA**

*April 2018 – October 2018 (Full-time)*

[Bayer East Africa Ltd.](https://www.bayer.com/en/za/sea-kenya) is a subsidiary of Bayer AG, a global innovation enterprise with core competencies in the Life Science fields of agriculture and health care.

1. Supported the regional sales and marketing teams in the creation and implementation of marketing campaigns including retail and grower meetings and conduct on-farm product trials.
2. Shadowed the top regional sales professionals to gain deeper insight into best practices and strategies for maximizing sales revenue.
3. Identified 400+ new clients over the six-month tenure and leveraged knowledge of company goals and strategies to offer insight into the viability of potential connections.

**KENYA AGRICULTURAL AND LIVESTOCK RESEARCH ORGANIZATION (KALRO)**

**SOCIO-ECONOMICS RESEARCH INTERN, NAIROBI, KENYA**

*September 2016 – September 2017 (Contract)*

[KALRO](https://www.kalro.org/) is a statutory body of the Kenya Government created to streamline the operations of the national agricultural research system to effectively contribute to the growth of the sector.

1. Worked in the **Kenya Climate-Smart Agriculture Project-funded by USAID and the World Bank** as a junior data analyst and analyzed over 700 questionnaires.
2. Data Management: Data entry, data coding, data analysis, data visualization and data presentation using MS Excel, SPSS, GENSTAT and SAS.
3. Data Analysis: ANOVA, PCA, S.E.D, LSD, Cross tabulation, normality tests, Levene test of Variance, Chi-square, transformation and data restructuring, Regression and Correlation analysis among many other tests.

**REFERENCES**

Available upon request