

## Jeremiah Ondieki Matogo

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*Skill set: Life sciences sales, Entrepreneurship, Regulatory policy and standards influencing*

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*"...able to effectively leverage your experience in Kenya to provide technical assistance when dealing with the Nigerian regulators...helped in every way to raise the awareness and level of advocacy on several issues. Thanks for your willingness to always support..." – Temitope Iluyemi, Director Government Affairs Sub-Saharan Africa, Procter & Gamble Nigeria (May 2018).*

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### PROFESSIONAL WORKING EXPERIENCE:

#### July 2013 - current: Founder & Owner - Kentros Biosciences, Nairobi, Kenya

Using a make-available business model, I run a home-based company (>\$100 k annual sales) whose focus is supply of laboratory reagents and consumables for academic molecular biology research in Kenya. I develop relationships, distributorship and supply agreements with manufacturers primarily in Europe while building the local customer base. Additional responsibilities include building the Kentros Biosciences brand, ensuring the company complies with all local tax and importation regulations, and P&L management of the company's limited financial resources to ensure optimal use for growth.

#### Aug 2015 – Nov 2018 Regulatory Affairs Manager (sub-Saharan Africa) – Procter & Gamble, Nairobi, Kenya

Reporting to: R&D section head (Cincinnati, USA) and country general manager (Nairobi, Kenya)

Staff managed: 4 contractors and consultants across Kenya, Ethiopia, Ghana and Nigeria providing regulatory support for the East & West Africa businesses (>\$350 mn annual sales) including product registrations, renewals and notifications, claims challenge defense, product packaging artwork updates and compliance.

I am a member of technical committees at Kenya Bureau of Standards, Uganda National Bureau of Standards and African Standards Organization that develop standards for cosmetics, diapers and sanitary pads

- 2015: successfully lobbied the Kenya Bureau of Standards (KEBS) to revise the implementation of a new regulation thereby saving the company \$1.2 mn on regulatory stickers.
- 2016: led the scientific review of a previous ruling on fabric softener HS code by the Kenya Revenue Authority thereby avoiding \$400 k on import duties. Received "2016 Game Changer" award.
- 2017: managed an initiative to obtain KEBS diamond certification for 7 manufacturing plants across 6 countries over 2 weeks. Generated \$534 k cost-to-serve savings for the company.

#### Sept 2012 - June 2013: Regional Sales Manager & Consultant - Merck Millipore, Nairobi, Kenya

Reporting to: Export manager (Johannesburg, South Africa)

Staff managed: 2 sales staff in Kenya (chemicals and biosciences division) covering East Africa

I was a member of the local lead team working with senior management in South Africa and Germany to prepare for the company's "Fit for 2018" initiative, including setting up a regional representative office in Nairobi, recruiting and providing training for sales staff, and business development with distributors in Kenya, Uganda and Tanzania.

#### Aug 2010 - Aug 2012: Managing Director - Inqaba Biotec East Africa Ltd, Nairobi, Kenya

Reporting to: Executive director (Pretoria, South Africa)

Total P&L responsibility. I was tasked with the set up and initial management of the company subsidiary in Kenya. As the only staff on ground, I worked remotely with the company board of directors in South Africa and legal advisors, accountants, auditors and bank managers in Kenya to ensure the proper registration, set up and running of the company. Coordinated logistics with parent company to ensure orders were delivered to customers on time. Grew the annual sales to > \$360k within the first 2 years of setting up the company.

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*"... a flair for marketing, networking and fulfilling his roles and responsibilities...with his limited resources and training he has shown admirable leadership qualities...a personality that fosters teamwork...is determined and focused and perseveres..." performance appraisal, Inqaba Biotec (June 2012).*

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*"...very well organized, committed to the vision of the company...self-reliant and responsible...with very little supervision he has established the Kenya office and expanded the market and services to customers in that region." – Vanitha Govender, Director, Inqaba Biotec (June 2012).*

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**May 2009 - July 2010: Sales Area Manager - Inqaba Biotec, Pretoria, South Africa**

Reporting to: Executive director (Pretoria, South Africa)

Responsible for handling key customer accounts in the academic and medical diagnostic sectors in the Eastern Cape and Western Cape provinces while exploring new business opportunities in East Africa in preparation for the company's expansion drive. My demonstrated business development abilities convinced the board of directors to nominate me to lead the set up of the company subsidiary in Kenya.

**Jan 2008 - Apr 2009: Branch Manager & Sales Executive - Optima Scientific, Cape Town & Port Elizabeth, South Africa**

Reporting to: Managing director (Cape Town, South Africa)

I started as a sales representative in Cape Town handling accounts in the academic sector in the Western Cape region, and within 1 year I was promoted to open the company's new branch in Port Elizabeth based on my demonstrated ability to continuously achieve and exceed my sales targets. Working out of a home office at the new branch, I signed 11 new profitable key accounts within 1 month of opening the Port Elizabeth branch.

**EDUCATION:**

**Ongoing:** French language (DEL F B1), Alliance Française, Kenya

**2007:** BSc (Hons) - Biochemistry. Rhodes University, South Africa

Postgraduate research focus on virology, molecular biology and protein purification for antibody production.

- Awarded prestigious Andrew Mellon Foundation scholarship for academic excellence
- Elected East African Society community development representative

**2004 - 2006:** BSc - Biochemistry & Microbiology. Nelson Mandela Metropolitan University, South Africa

- 2004: Undergraduate of the year
- 2005: Bursary for academic excellence
- 2005: Golden Key International Society lifetime member
- 2006: Graduated top of class (72% cumulative grade)

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*"...an above average student... very reliable and steady... he is a consistent worker who is unfailing in his performance... His performance throughout the years has been outstanding..." – Dr. B. M Somai, Senior Lecturer (Microbiology), NMMU (Aug. 2006).*

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