

CURRICULUM VITAE

Name : **Paul Ndegwa Wanjohi**
Profession : Mechanical Engineer
Date of Birth : 16th October 1980
Nationality : Kenyan
Email address : paulwanjohi23@gmail.com
Tel : 0720 284 146

Membership in Professional societies:

Registered Engineer (ERB);
Registered Engineer (IEK);

Education:

B. Tech (Hons), Mechanical & Production Engineering, Moi University, 2006.

Employment Record:

<u>Date</u>	<u>Position held</u>	<u>Name of Employer</u>
May 2013 – to date	Sales Manager (East Africa)	Daikin Air Conditioning
Feb 2011 – April 2013	Country Manager (East Africa)	LG Electronics
November 2007 – to Jan 2011	Mechanical Engineer	GIBB Africa Ltd
May 2006 – to October 2007	Mechanical Engineer	M&E Consulting Engineer
September 2004 - Dec 2004	Apprentice	Kenya Airways
May 2003 – August 2003	Moi University Workshop - On Industrial Attachment	

May, 2013 – Date: Daikin Air Conditioning

Experience Record:

- As Sales Manager (East Africa), I am responsible for driving sales and surpassing customers' expectations in the region
- Achieving organization objectives through effective planning, setting sales goals, analyzing data on past performance, and projecting future performance.
- Works cross functionally with executives from other departments. For example, collaborate with marketing to generate new lead sources and expand the target customer base, or with product and research teams to make sure customer needs are met.
- Presenting reports to HQ on business status and direction
- Support the customers with product selections and quotations for the same, actively involved in VRV express selections, Chillers selections & AHU selections.

Feb, 2011 – April 2013: LG Electronics

Experience Record:

- As Regional Air Conditioning & Energy Manager, I was solely in charge of AC & Energy solutions sales growth in ten (10) countries across East and Central Africa. Part of my roles and responsibilities included;
- Increasing AC & Energy Solutions sales based on directive and support rendered to distributor and end user
- Expanding LC AC & Energy Solutions market share and brand recognition in the region
- Develop key channel (consultants) by applying enablement tools and methodologies
- Perform B2B solution business planning and strategy formulation for various countries
- Advising on strategic pricing based on ROI, market demand and competitors trends
- Acquire extensive product knowledge and skills to meet customer needs
- Understanding project management and regional litigation areas that affect business
- AC academy set up and management through various trainings and value generation
- Giving regular effective presentations and demonstrations oriented to audience needs
- Presenting reports to HQ on business status and direction

Nov, 2007 – Jan 2011: Mechanical Engineer, GIBB Africa Ltd

Experience Record:

- | | |
|------|---|
| 2009 | Mechanical Engineer for the detailed design of the Sirth – Benghazi Railway Line Project in Libya. Client: JSCo “Zarubezhstroytechnology” / Government of Libya; Project Location: Libya; Tasks: Design of Mechanical services for the various railway line buildings and facilities including passenger and freight stations, offices, depots, workshops and stores; Mechanical services include plumbing and drainage, fire protection, space heating and associated plant, mechanical ventilation, air conditioning, among others. |
| 2009 | Mechanical Engineer, New Bugesera International Airport; Client: Ministry of Infrastructure, Government of Rwanda; Project Location: Kigali, Rwanda; Tasks: |

Mechanical engineering inputs including design and review of designs for the various components of the proposed airport including, airport main terminal building, air traffic control facilities, support facilities including Rescue and Fire Fighting facilities and services, among others.

- 2008–2009 Mechanical Engineer, Juba Emergency Rehabilitation Works, Juba, Southern Sudan; Client and Funding Agency: The Government of Southern Sudan and MDTF Fund; Project Location: Juba, Southern Sudan; Project Cost USD 146 Million; supervision of plumbing, drainage, fire protection, mechanical ventilation, air conditioning and kitchen equipment installations. Project comprised the rehabilitation of over 700 buildings including housing, offices and the Juba Hospital, as well as defects liability period support.
- 2008 Mechanical Engineer, Laikipia Airbase – Rehabilitation and Renovations; Client: Department of Defence, Republic of Kenya; Project Location: Nanyuki, Kenya; Eventual Project Cost: USD 30 Million; Project involves the rehabilitation of various facilities and buildings at the airbase; Tasks include, preparation of Mechanical designs among others.
- 2008 Mechanical Engineer, British American Tobacco (BAT) Factory – Relocation / Redevelopment Works; Client: BAT (K) Ltd. Project Location: Nairobi, Kenya; Project Cost: USD 3 Million; Tasks: Site assessment and designs of Mechanical Installation.
- 2008 Mechanical Engineer, SEA Fibre Optic Cable Project; Client: SEACOM Inc. / Earthtec – Aecom of US; Project Location: Mombasa, Kenya and Dar es Salaam, Tanzania; Tasks: Preparation of mechanical installation designs and tender drawings.
- 2008 Mechanical Engineer, Completion of Kibish Police Divisional Headquarters and Housing, General Services Unit (GSU) Camp and Administration Police Housing; Client: Republic of Kenya; Project Location: Kibish, Northern Kenya; Project Cost: USD 23 Million; Tasks – Design and tender drawing review, bids evaluation for tenderers and tender evaluation report.
- 2008 Mechanical Engineer, Kigali, City Towers development comprising a 21 – storey office block and a 4 – floor adjoining commercial / retail annexe; Client: Doycel s.a.r.l.; Project Location: Kigali, Rwanda; Project Cost: USD 12.5 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including wet risers and sprinkler systems), mechanical ventilation and air conditioning .
- 2008 Mechanical Engineer, Development of Apartments at Kololo, Kampala; Client: Pearl Acres (private developer); Project Location: Kampala, Uganda; Project Cost: USD 4 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including fire hose reel systems), and swimming pool circulation.
- 2008 - Date Mechanical Engineer, Expansion of French School, Nairobi; Client and Funding Agency: The French School; Project Location: Nairobi, Kenya; Tasks: Supervision of plumbing, drainage, fire protection and Kitchen Ventilation installations.
- 2009 – Date Project Mechanical Engineer, Development of residential at Runda, Nairobi; Client: V.B Sanghrajka (private developer); Project Location: Nairobi, Kenya; Project Cost: USD 4 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including fire hose reel systems), and swimming pool circulation.

- 2009 – Date Project Mechanical Engineer, Development of residential at valley arcade, Nairobi; Client: Angel Capital (private developer); Project Location: Nairobi, Kenya; Project Cost: USD 5 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including fire hose reel systems), and swimming pool circulation.
- 2009 – Date Project Mechanical Engineer, Office block development, comprising a 5 – storey office block; Client: North Park Investments Ltd (private developer) Project Location: Nairobi, Kenya; Project Cost: USD 6 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including sprinkler systems), mechanical ventilation and air conditioning.
- 2009 – Date Project Mechanical Engineer, Office block development, comprising a 4 – storey office block; Client: Optica.; Project Location: Nairobi, Kenya; Project Cost: USD 6 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including sprinkler systems), mechanical ventilation and air conditioning .
- 2009 – Date Project Mechanical Engineer, Office block development, comprising a 2 – storey office block; Client: Nairobi Homes (private developers).; Project Location: Nairobi, Kenya; Project Cost: USD 3 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including sprinkler systems), mechanical ventilation and air conditioning .
- 2010 – Date Project Mechanical Engineer, Expansion of Consolata School, Nairobi; Client and Funding Agency: Consolata School; Project Location: Nairobi, Kenya; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems, mechanical ventilation and air conditioning.
- 2010 – Date Project Mechanical Engineer, Development of residential at Nyari, Nairobi; Client: Makena Courts (private developer); Project Location: Nairobi, Kenya; Project Cost: USD 4 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including fire hose reel systems), and swimming pool circulation.
- 2010 – Date Project Mechanical Engineer, Development of residential at Karen, Nairobi; Client: (private developer); Project Location: Nairobi, Kenya; Project Cost: USD 4 Million; Tasks: Design and production of specifications, bills of quantities and tender documents for mechanical services that included plumbing and drainage, fire protection systems (including fire hose reel systems), and swimming pool circulation.

May 2006 – October 2007: Mechanical Engineer, M & E Consulting Engineers

- 2006 - 2007 Graduate Mechanical Engineer, Jomo Kenyatta International Airport (Construction of Terminal 4, Rehabilitation of the existing Terminals and Parking Garage); Client: Kenya Airport Authority.; Project Location: Nairobi, Kenya; Project Cost: USD 125 Million; Tasks: Design and production of specifications, bills of quantities, tender documents and tender drawings for mechanical services that included plumbing and drainage, fire protection

systems (including wet risers and sprinkler systems), mechanical ventilation and air conditioning, bids evaluations for tenderers and preparation of tender reports.

- 2006 - 2007 Graduate Mechanical Engineer, Bentiu Hospital; Client: Government of Southern Sudan.; Project Location: Bentiu State, Southern Sudan; Tasks: Design and production of specifications, bills of quantities, tender documents and tender drawings for mechanical services that included plumbing and drainage, fire protection systems (including hosereels and fire hydrants systems), mechanical ventilation and air conditioning.
- 2006 - 2007 Graduate Mechanical Engineer, Kenya Medical Supplies Agency; Client: KEMSA.; Project Location: Nairobi, Kenya; Tasks: Design and production of specifications, bills of quantities, tender documents and tender drawings for mechanical services that included plumbing and drainage, fire protection systems (including hosereels and fire hydrants systems), mechanical ventilation and air conditioning.
- 2006 - 2007 Graduate Mechanical Engineer, PIEDMONT PLAZA; Client: Private Developer.; Project Location: Nairobi, Kenya; Tasks: Design and production of specifications, bills of quantities, tender documents and tender drawings for mechanical services that included plumbing and drainage, fire protection systems (including hosereels and fire hydrants systems), mechanical ventilation and air conditioning.
- 2004 Attachee with Kenya Airways, Tasks: Component bench checks, placing repair labels on aircraft components, developments of Engineering drawing, Repair and servicing of hydraulic systems, welding and entering technical data to the company database.

Languages:	Speaking	Reading	Writing
English	Excellent	Excellent	Excellent
Kiswahili	Good	Good	Good

REFEREES:

Eng. Stephen Kimori
Director – Loadline Engineering Services
Tel: 0722 51 95 19

George Kebaso,
Stanley Black & Decker – Regional Business Head
Tel: 0722 873599