

SAMUEL MUMIRA MWATHI

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PROFILE SUMMARY

As a strategic thinking and multi- skilled business professional, I am an expert in Agribusiness Management, Food safety & quality control and project management. I have excelled in overseeing business operations for an agriculture company where I have been actively involved in setting up business plans, developing marketing strategies and building strategic business alliances. I am proficient in food quality control and safety from managing a food production system and implementing current food policies and tackling food safety related issues. Aside from this, I have also been involved in managing projects where I effectively implemented project plans and strategies by ensuring planning and budgeting process is aligned to project and carried out field monitoring which ensured the projects ran as planned. Some of the transferable skills I have acquired when carrying out my roles include; project management, monitoring and evaluation, agribusiness management, quality control and food safety management. Moreover, I also excel in operations management where I successfully developed and maintained work plans and timelines across projects to ensure optimal allocation of resources and meeting key deadlines on time. I am now seeking a position where my vast experience and competencies will be utilized in contributing to the growth and realization of revenue in an agricultural company.

PERSONAL DETAILS

Year of birth: 7th May 1988

EDUCATION

- **Post Graduate Diploma in Food Safety and Quality (Credit)-** University of Nairobi
- **Bachelor's in Biochemistry-** Moi University
- **Kenya Certificate of Secondary Education-** Rongai Agricultural and Technical High School

PROFESSIONAL TRAINING

- **Certificate-lead auditor in food safety management system-** Bureau Veritas; FSSC 22000
- **Certificate of Information Technology-** Bethany International College

KEY SKILLS AND COMPETENCIES

- **Agribusiness Management:** Successfully identified and seized discrete market opportunities for the organization, identified relevant market trends and integrated them into company program designs, provided varied marketing strategies to help penetrate the industry and maintained excellent alliances and communication with our partners to ensure the success of our projects.
- **Project Management:** Experienced in managing and implementing project plans and strategies which entailed; Ensuring planning and budgeting process is aligned to project, supporting the development and submission of project reports and sourcing for grants from different sources to help fund the projects.
- **Monitoring and Evaluation:** Successfully carried out rigorous field monitoring and activity verification visits to document progress, ensured that grant is managed as per the plan put in place and ensuring the implementation of project community capacity building
- **Food safety Management:** I excelled in providing alternatives food preservation and distribution channels to the company management, ran in-farm activities according to set up food safety standards principles, researched on the best location of production and processing plant and shared the principles of food safety and quality to the management.
- **Quality Control:** Proficient in managing a food production system according to a set up standard (GMP, GAP, HACCP) and implementing current food policies and tackling food safety related issues with one certification

certificate on HACCP due in 3 months.

- **Management and Leadership skills:** Experienced in leading a team of field officers where I mentor, train them, monitoring their attendance and updating attendance records. I also monitor data collection and plan field logistics.
- **Research skills:** With and understanding of the different research instruments and being able to efficiently and effectively collect data to address the core research questions.
- **Analytical skills:** Actively engaged in providing detailed notes and reports on data collection activities, promptly and providing the findings to the project lead for further review.
- **Communication and Interpersonal skills:** Excellent effective verbal communication with people in and outside the organization while maintaining good and professional working relations.
- **ICT Competence:** Proficient in navigating all MS suites, emails and the internet. Experienced in navigating various statistical softwares.

WORK HISTORY

United Farmers and Processors Limited

Food safety and Agribusiness expert; July 2015 to date

Duties and Responsibilities

- Develop and maintain work plans and timelines across projects to ensure optimal allocation of resources and meeting key deadlines on time;
- Articulates food security and agribusiness development programmatic values, principles, and methodological approaches both internally and to external audiences;
- Develops strategic alliances internally (with other initiatives in other divisions) and externally (with companies, donors, foundations, etc.);
- Identifies relevant market trends and integrates them into company program designs.
- Identifies and helps seize discrete market opportunities;
- Leads selected, high-priority business development efforts, including competitive strategy formulation, proposal development, and partnerships.
- Maintain excellent relationship and communication with our partners to ensure the success of our projects.
- Support the dissemination of results via presentations and reports to expert audiences, clients, and other constituencies of interest.
- Contribute to project financial management, including creation and monitoring of program budgets.
- Researching on the best location of production and processing plant, developing and planning the plant, supervising on-ground construction, procurement of production and processing equipment, installation, attending TOT trainings and training junior supervisors.
- Running in-farm activities according to set up food safety standards principles (HACCP, GAP, GMP) training and supervising internal audits.
- Providing varied marketing strategies to help penetrate the industry.
- Profiling available local and international food policies, laws and regulations for the company adoption.
- Sharing food industries good manufacture practices and systems to be adopted by the company management.
- Sharing the principles of food safety and quality to the management and advising on the best practices to be adopted.
- Providing alternatives food preservation and distribution channels to the company management.

Key Achievements

- Leading a broiler rearing team that achieved, in a new farm, a FEED CONVERSION RATION (FCR) OF 1.66 against COBB INTERNATIONAL standard of 1.7; MORTALITY of 3.5 % against COBB INTERNATIONAL standard of 5.0 % and STOCK DENSITY of 30.0 KG/M2 against a local standard of 21.6 KG/M2 while rearing over 300,000 broilers per year.
- Networking and meeting major industry players in agribusiness chain.
- Introduction of water sales and maintain a sale increase of 15% every month and profitability within 3 months of operation.

Project Coordinator; October 2014 to June 2015

- Source and update all relevant county government and national government permits as needed during project implementation.
- Monitor and ensure that grant is managed and executed with excellence as per plans within time and budgets, meeting financier and company accountability criteria.
- Ensure weekly and monthly planning and budgeting process is aligned to project overall budget and Detailed Implementation Plan and operating smoothly. Provide innovative and technical support for effective implementation of key activity projects.
- Provide technical leadership in implementing the HACCP and ISO 22000 compliant construction guided plans.
- Supervise construction to ensure that all other laid down food safety objectives will be met.
- Carry out rigorous field monitoring and activity verification visits to document progress and identify gaps/challenges and propose plan of actions.
- Deal with and/or escalate technical issues and problems proactively as they arise, and adapt plans as appropriate.
- Support the development and submission of project reports (Weekly, Monthly, Quarterly and Annually) and core documents as per financier standards.
- Maintain links with other organizations for collaboration, networking, resource sharing, materials development, and learning activities.
- Ensure key project documents are securely kept in both soft and hard copies and accessible to project management.
- Ensure the implementation of project community capacity building initiatives that ensure local participation and project ownership in the project site.
- Sourcing, importation and installation of broiler rearing and broiler processing equipment.

Key Achievements

- Ensured the project was completed on time and the budget allocation were strictly followed despite unplanned for incidences of prolong heavy rains.
- Installation and operation of the first semi- climatic controlled automatic feeding and watering broiler rearing house in Kenya.

Business Development and finance sourcing officer January; to September 2014

- Business plan/project proposal designing, writing and editing for agricultural development-related initiatives.
- Business plan presentation, defending various strategies and figures to local banks and international developmental financial firms.

Key Achievements

- Successfully presented business plan for financing to both local and international funds and successfully got two grants. One local firm one international firm.
- Success in winning grants to the value of KSH 60,000,000 from international developmental financier, GROFIN SGB for broiler production, processing and value addition project.
- Success in winning additional funding from GROFIN SGB to the value of KSH 26,500,000.
- Secure additional funding for working capital from Equity Bank Kenya To the value of KSH 5,000,000

OTHER PAST EXPERIENCES

Research and development supervisor; United Farmers and Processors Limited; January 2012- December 2013; This role saw me conduct research on various viable opportunities in the agribusiness value chain with bias on broiler (hatchery; breeder farm; broiler commercial rearing and broiler processing; value addition and marketing); dairy (commercial fodder growing; commercial dairy cows rearing and breeding and dairy products marketing) layers (hatchery, breeder farm; layers commercial rearing and eggs processing and value addition and marketing) and commercial pig farming. I successfully used research data to identify commercial broiler rearing as a viable opportunity and identifying Kajiado Central as the most economically suitable physical location and sourced and located viable commercial affordable land in arid Kajiado Central with a commercially exploitable water reserve.

Research Supervision; Biotechnology Research foundation; June 2011- January 2012; I successfully analyzed, presented and shared results on research conducted on food safety, public perception and culture interaction with food policies in addition to supervising and conducting research on facts, perception and safety of genetically modified foods.

Managing director; Eldoret ibusiness limited; January 2011-2015; I garnered experience in registering, running and managing a limited company with strict conformance to government e-procurement system (IFMIS) and other standards and winning ONE tender to supply Nakuru County Government safety gears and uniform worth KSH 2,950,000 F/Y 2014/15

REFEREES

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