

THOMAS YIEKE

Africa Market Technology Leader & Business Operational Professional

OVER 20+ YEARS OF BUSINESS EXPERIENCE IN SUB SAHARAN AFRICA

Driving technology adoption as a method to increase productivity, improve efficiency and change customer experience. Deepening financial inclusion by leading financial institutions through digital transformational journey that disrupts traditional financial channels.

CORE COMPETENCIES

✓	Telecommunication	✓	Account Management	✓	Team leadership
✓	Start-ups	✓	Sales Operations	✓	Leadership
✓	Managed Services	✓	Cloud Computing	✓	Building Relationships
✓	Business Planning	✓	Competitive Analysis	✓	Executive Management
✓	Consulting	✓	Product marketing	✓	Strategic Partnership
✓	e-commerce	✓	Go-to-market Strategy	✓	New Business Development
✓	Security	✓	Entrepreneurship	✓	Professional Services
✓	Product management	✓	Outsourcing	✓	Digital Platforms

SECTOR EXPERIENCE

Education, Energy, Information Communication and Technology, Communication Service Providers, Oil and Gas, Governments, Financial Services, Insurance Services, Mobile Money,

Country Manager – Kenya and Africa Representative

July 2017 - Today

NETinfo – in partnership with [NCR Corporation](#)

A leading Digital financial Company

Sector - Digital Transformation/ Banking/Financial Sector/Omni Channel

Key Responsibilities:

Summary

In this role, I lead NETinfo in driving the Digital channels and penetration into the market and growing the financial inclusion initiatives which include Omni Channel Digital Banking software, digital insurance Omni channel and Mobile financial wallet, across Africa. Providing consultation to bank on how to build a sustainable Digital transformation Journey.

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Country Manager – Tanzania and Uganda

May 2015 – June 2017

Misys Corporation Africa Operations

Sector - Financial Sector/Core Banking, Treasury, Enterprise Risk, Supply Chain Financing, Trade Finance and Investment applications

Key Responsibilities:

Summary

In this role, I lead the go to market strategy for engaging all Top banks in both Tanzania and Uganda, at C level and Board members level to ensure that the business benefit, the highest value on application investment from Misys software. This also included regular governance meetings with all key bank stake holders and Misys team, ensuring project are on track.

The key banking applications platforms including:

Core Banking, Treasury, Enterprise Risk, Supply Chain Financing, Trade Finance and Investment applications

Head of Sales & Marketing: South Africa, Eastern Africa, Yemen & Pakistan

October 2011 – 2013

Aggreko International Power Projects

Energy Sector/Power Industry/Temporary Power/Event

Key Responsibilities:

Summary:

In this role, I managed a group of 10 resources, spread in South Africa, Kenya and Dubai. As a temporary power solution provide, Aggreko would win TPPA (Temporary Power Purchase Agreements) with the Countries, Ministry of Energy. My role was to guide the various sales executives to win TPPA and ensure that by working with the Operations team the contract was fulfilled in regards the agreed power production. I would also work with the Aggreko Commercial team to ensure that the commercial terms and contracts we fully secured

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Head of Business Development and Enterprise Sales - Enterprise Division

May 2008 – July 2009

Safaricom Limited

Leading Communication Mobile Service provider

Telecommunication and Technology Sector

Key Responsibilities:

Summary:

In this role, I was instrumental in the establishment and growth of the Safaricom Enterprise Business strategy. My requirement was to build a team that would position the Safaricom Network for business solutions. Working with Value Added Services and Premium Rate Services teams to, I built a product line of services that Safaricom Enterprise could take to the Corporate Market. This included, Mobile Land lines, Networking, Corporate Lease line Internet services, ATM Virtual Private Net gateways. I also integrated the safaricom's partner organization to expand their offerings to include enterprise services.

Commercial Business Development Manager - MEA Commercial Team

October 2004 – May 2008

Cisco Systems

World Leading Networking/Telecommunication/Technology Company

Sector - IP/Telecommunication and Technology Sector

Key Responsibilities:

In this role, I managed a group of 18 resources, spread out through South Africa, Kenya, Nigeria and Senegal. I provided leadership to the commercial sales teams and helped build a reseller supply chain across Sub Saharan Africa. CISCO would win major communication and IP networking projects within the various Countries. My role was to guide the various sales executives to win and ensure that by working with the Operations team that the contract was fulfilled and successfully implemented.

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ACHIEVEMENTS AWARDS AND PUBLIC SPEAKING ENGAGEMENTS

VIP Delegate Participant - Uganda Bankers Association annual Banker's conference in Uganda.
Theme "The role of Technology to accelerate AgriBusiness"

Panelist CIO-LIQUID TELECOM – Bank of the Future – Discussing on *Business Best Practices & Benchmarking* – how the financial industry will be disrupted by Technology and growth of Financial Fintechs. July 2018

A member of the Judging panel of the AfricaCom Awards 2011 – Africa's leading Telecom Awards

Cisco Government and *Public Sector Sales Adviser* of the year 2005 – Middle East and Africa

Recognition letter by the *Prime Minister of Ethiopia* for my personal efforts in supporting the Ethiopia Government's e-Government and ICT projects

Successfully signed an MOU between the Government of Tanzania and Cisco in 2005 to provide expertise, resources and capacity building for the Governments e-government initiatives.

Successfully signed an MOU between the Government of Rwanda and Cisco in 2005 to provide expertise, resources and capacity building for the Governments e-government initiatives.

Successfully signed an MOU between the Government of Ethiopia and Cisco in 2005 to provide expertise, resources and capacity building for the Governments e-government initiatives.

Successfully signed an MOU between the Government of Zambia and Cisco in 2005 to provide expertise, resources and capacity building for the Governments e-government initiatives.

Invited and then hosted with the assistances of SIDA funding a delegate of 5 *Public Sector Ministers FROM Africa to the NOBEL PEACE PRIZE* in 2005

Invited and hosted the Minister of Education of Ethiopia to the NOBEL PEACE PRIZE in 2004

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Successfully signed an MOU with the Government of Ethiopia for 110 new Cisco Network training centers to help bridge the very needed ICT capacity for the Countries e-Government initiatives

Successfully initiated the inclusion of the Cisco Network Academy ICT training program into 34 Teachers Training Colleges country wide within Tanzania

AFRICA WORK EXPERIENCE

Angola, Burundi, Botswana, Cameroon, Côte d'Ivoire, Djibouti, Dubai, Egypt, Ethiopia, Ghana, Kenya, Liberia, Madagascar, Malawi, Mali, Mauritius, Mozambique, Namibia, Nigeria, Rwanda, Pakistan, Senegal, Sierra Leone, South Africa, South Sudan, Sudan, Tanzania, Uganda, Yemen, Zambia and Zimbabwe

ACADEMIC CERTIFICATIONS & TRAINING

Bachelor of Commerce – (Marketing Option)

University of Nairobi – Kenya

Second Class Honours upper Division

September 1995

Master of Business Administration

University of Nairobi- Kenya

November 2000

Arbitration & Alternative dispute resolution

Chartered Institute of Arbitrators-United Kingdom

August 2017

Cisco Sales Expert v3-CSE3

CISCO SYSTEMS

October 2008

Mini MBA Telecommunications

AfricaCom

December 2008