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Marital Status: Married

Nationality: Kenyan

EDUCATION PROFILE

Kenyatta University 2019

Pursuing PHD in Agribusiness Management.

The Catholic University of Eastern Africa 2017-2018

Masters in Project Planning and Management.

Management University of Africa 2012-2015

Bachelor's Degree in Management and Leadership- Majoring in Business Administration.

Jommokenyata University of Agriculture & Technology 1994-1996

Diploma in Food Science and Technology

CAREER AND ACHIEVEMENTS TO DATE

CURRENT AND COMPLETED CONSULTANCY ASSIGNMENTS.

I have 21 years' experience in the Horticultural Industry in Kenya dealing with both big farms and small scale growers. 16 years employed and 6 years a full time consultant in Agribusiness and Horticultural Industry in Kenya, working with Horticultural export companies, Actors in the Agribusiness sector, Individuals farmers, corporates and UN and EU agencies involved in agribusiness activities.

Highly trained locally and abroad, having attended trainings, In UK, Belgium, Hungary, and Israel on top of the local trainings in Kenya. The scope of trainings, range from EU requirements on food safety, Haccp Training and Audits ETI standards, Good Agricultural Practices, market linkages, Post-Harvest losses Mitigation , water management systems ,Value Chain Analysis, Environmental among others.

I have a good understanding of the requirement of the European & International Markets, having visited and interacted, With Staff of the Major Supermarkets in Europe for many years.

My main consultancy roles include;

1. Value chain analysis to ensure that farming and Agribusiness are profitable business enterprises, increasing efficiency in the value chain from land preparation, growing aspects, Growing mix, and Pack house Operations and all the way to the market, and putting the necessary mitigation measures in place.
2. Connecting local farmers and companies to both local and international to markets. This ensures that they deal directly with the markets as opposed to Middlemen or Brokers, which in turn ensures high income for Farmers.
3. Work with export Companies and Farmers to put in place the most efficient water utilization methods, from water harvesting, irrigation systems and techniques that will ensure water as a scarce resource is used efficiently, and cost effective. Use of best practices in water management , gained from countries like Israel that are water deficient yet are self-sustainable in food production.
4. Training and facilitation: Including TOT (Train of trainers) on areas of Food safety Management systems (FSMS), Quality Management Systems (QMS) , Marketing and market linkage, Good Manufacturing Standards (GMPs), BRC, Global Gap, Safe use of chemicals and other Private standards in Horticulture, Medical & Pharmaceutical, Hotels & food Industries among others.
5. Help Horticultural Export companies with Implementation of Food safety and social standards required by European Union e.g. SPS(Sanitary and Phytosanitary), Global Gap, E.T.I (Ethical Trade Initiatives),BRC- (British Retail Consortium Certification), as well individual Buyers (supermarket) standards
6. Organizing practical local and international capacity building trainings in agribusiness related activities.
7. Carrying out market and feasibility studies in areas of our expertise.
8. Facilitating agribusiness related workshops as, an expert facilitator and trainer, for UN, EU and other donor funded programs.
9. **Agribusiness Expert in TV and Radio shows on Agribusiness related issues (Citizen TV and Radio Waumini)**

Farming and exporting avocados profitably and sustainably for the last 9 years and establishing of good quality avocado seedlings Nursery and selling to interested farmers and agribusiness investors.

During the working years I rose through the ranks from Quality Manager to position of Technical Director in Kenya Horticultural Exporters (1977) one of the biggest exporters of Fresh fruits and Vegetables from Kenya Until Dec 2013

COMPLETED CONSULTANCY ASSIGNMENTS.

GERMAN DEVELOPMENT COOPERATION(GIZ), IMPROVING SMALL-SCALE POTATO FARMERS' BUSINESS IN NYANDARUA COUNTY KENYA(June 17- 29 July 2019).

Consultancy Assignment: To Carry out a training of 'Trainers of trainers' (ToT) for the facilitators of Farmer Field and Business Schools (FFBS) who will be training Farmers on Collective Marketing.

Key deliverables

1. Conduct a Training of Trainers on Collective Marketing for Facilitators of the FFBS.
2. Backstopping of the Trainers (FFBS facilitators), when they are training farmer groups in their respective group operation areas.
3. Assessment report on, suitability of training materials including recommendations for any improvements as feedback which would be incorporated in the Final Training Manual.

THE INTERNATIONAL TRADE CENTRE (ITC), SHETRADES COMMONWEALTH PROJECT.
ITC is multi agency of WTO and U.N. (May 20- 22nd 2019).

SheTrades initiative is to create an ecosystem of integrated solutions that empower women economically through greater integration in trade and investment.

Consultancy Assignment: Training on avocado product quality improvement at The African Institute For Capacity Development (AICAD) - Thika, Kenya.)

Key deliverables

1. Training of selected staff/ owners of women owned companies working in the avocado export sector in Kenya, on quality improvement of the avocado throughout the value chain from the farm to the market. The training included 1 day of class learning and 2 days of field visits.

HUMBOLDT-UNIVERSITÄT ZU BERLIN, Kenya Workshop “Science meets Business”; Logistics and Retail of Fresh Fruit and Vegetables in Kenya and Tanzania (October 11-12, 2018 Nairobi; Kenya)

Key Speaker on: Logistics and Supply Actors of Fresh Fruits and Vegetables to Supermarkets and Green Grocers.

COLEACP -The Europe-Africa-Caribbean-Pacific Liaison Committee) - based in Brussels, Belgium. (May-June 2018)

Consultancy Assignment: Training of Zimtrade team on export horticulture business model and applicable standards in HARARE; ZIMBABWE.

Key deliverables

1. Provide the Zimtrade team with a better understanding of the business model for the horticulture export sector, of the required specifications for the EU market with regards to food safety and social compliance and how these impact the business model.

EQUITY GROUP FOUNDATION. Wholly owned by Equity Bank (June 2016- July 2017)

Consultancy Assignment: Market Linkage for farmers in 10 counties they operate in.

Key deliverables

1. Training for both Equity group Foundation and Farmers on Good Agricultural Practices and farming as commercial enterprise.

2. Market linkage for all crops, farmers under program are growing

MERU GREENS HORTICULTURE LTD (May 2016- April 2017)

Consultancy Assignment: Global Gap Certification of French beans farmer group in Meru County

Key deliverables

1. Capacity Building of small scale French beans growers group in Meru County leading GLOBAL GAP Certification.(Global Gap certification is key requirement to export fruits and vegetables to European Market).

2. Global Gap certification successfully done in March 2017 and Certificate issued.

GLOBAL COMMUNITIES (Dec 2016 –To date) - Funded by USDA – United States Department of Agriculture

Pre-Qualified Service as (B.A.S.P) Business Advisory Service Provider.

Category: (Sales, Marketing, Advertising, Packaging & Exporting).

Key Deliverables.

1.Trained SMEs, exporting fresh fruits and vegetables to Europe and other markets namely Mofarm Fresh Fruits Exporters limited; Romwa Ventures (K) Company Ltd on the following;

- Packing process in the Pack house to improve efficiency, reduce rejection and wastage, with the aim of improving export yields and sales revenues. May – July 2018.
- Technical food safety standards required by European Union namely GLOBAL GAP- (Good agricultural practices) and BRC- (British retail consortium certification). May – July 2018

2. Trained in the SME's training conducted at Practical Training Centre (PTC) Thika from 9:00 am on Thursday 26th January 2017.

3. Trained in the SME's training conducted at White Rhino Hotel Nyeri from 9:00 am on Thursday 9th March 2017.

GUEST LECTURER AT STRATHMORE BUSINESS SCHOOL IN AGRI BUSINESS DEPARTMENT

Teaching Modules.

- Fresh produce and international exports logistics
- Production and value addition for export Modules.

- Mistakes that investor's make in Agri processing and how to mitigate them.

January 2014 to JAN 2016

ITC – INTERNATIONAL TRADE CENTRE

Worked as the National Consultant in Kenya for ITC- International Trade Centre on Avocado Project in Murang'a County. ITC is multi agency of WTO and U.N.

Project Scope was formation of 12 farmer groups of between 50-100 farmers each and linking them to Export companies for direct market Linkage, scooping their training needs and supervising the process.

2012 – Dec 2013

DIRECTOR FPEAK- Fresh Produce Association of Kenya

FPEAK is the lobby organization for exporters of fresh fruits and vegetables from Kenya.

The Board was an executive Board, which was involved in making decisions and monitoring various operations undertaken by the CEO and his team.

Functions

- I was elected in the standards and Compliance committee of the Board and the functions of this committee were:
- Looking at all food safety and social compliance standards for both fruits & Vegetables, being implemented by export companies and working with companies to find out if there were any challenges in implementation.
- Discussed and lobbied the government to pass and sign the EPA agreement protocols to ensure that Kenyan export exporters don't have to pay taxes imposed by the EU.
- To lobby the government to look into issues affecting the industry from Taxes to Regulations.
- Liaise with the EU on Pest Residues Interceptions and discuss ways of ensuring that affecting companies put the required controls in place to prevent recurrence.
- Discussed and finalized FPEAK Strategic plan for 2015-2020 and how it would be implemented.
- Being present in meetings organized with Industry stake holders including, HCD, KEPHIS, PCPB, Ministry of Agriculture, Development Partners and others.

January 2012 – Dec 2013

Kenya Horticultural Exporters (1977) Ltd

Position: Technical Director

Functions

- Develop and implement quality management strategy, Policies and plans, including resource, to support, contribute to, and integrate within, the organization's business plans.
- Establish and implement necessary communication strategy for the improvement and awareness of quality & Safety issues across all departments
- Conducting Staff and supplier's trainings on Good Agricultural practices (GAP), Quality and food safety standards, across the business from production, Logistics to pack house.

- Develop policies and good practices on efficient water usage within the company farms and small scale out grower's farmers groups.
- Ensuring that Pack house and Farm operations are done efficiently across the business to meet sales requirements.
- Liaise and co-operate with quality management and standards bodies (BRC, GAP For fruits and Vegetables, Customer and Specific Standards) and ensure the E.U food safety and social standards requirements are met within the business. This also involved fruits & vegetables suppliers safety trainings for compliance to GAP, BRC and customer specific standards
- Identify resources required for efficient running of farms and pack house Operations – ranging from Manpower, Training, machines & Equipment's.

Kenya Horticultural Exporters (1977) Ltd September 2002 –December 2012

Position: Operations & Quality Manager.

Functions

- Overseeing pack houses operations to ensure that raw materials utilization, packaging, labour are utilized efficiently and customer's orders are fulfilled.
- Ensuring that the pack house operations are done efficiently and costs are maintained through proper labour allocation, use of modern manufacturing practices and use of appropriate technology where necessary.
- Ensure that quality and safety of products exported meets and exceeds customer's specification at all times and required food safety standards, through implementation of Quality management systems.
- Develop and maintain staff training programs and carry out internal staff trainings on Hygiene, HACCP Systems, Product Specifications, BRC, GAP – both for fruits and Vegetables, Traceability, Health and Safety and Good processing Practices as well organize for both External and Internal trainings.
- Act as the go between the company, the clients and the suppliers giving feedback to each as and when required. This involves carrying out corrective actions in case of non-conformances or quality complaints from customers.
- Prepare the company for internal & external audits.
- Prepare all documents related to product processing, i.e. from Intake, Traceability records, procedures, specifications and implementation of HACCP systems.
- Run and control high care processing of ready to eat fresh vegetables- this includes disinfection and sanitation programs to ensure that the final product is free from microbial contamination. This includes organizing for External Microbial testing of products and carrying out swabbing of equipment's and staff in a scheduled manner
- Executing of new projects (Project Management) like construction of new packing houses (sites), in regard to product flow, design and layout.
- Product development and research on new products.

Sunripe (1976) Ltd April 1998 to August 2002

Position; Quality Manager.

Functions

- Quality Control and Assurance on all products received, processed, and exported.

- Design and development of hygiene and maintenance schedules for the staff, equipment and overall packing/ processing facilities.
- Microbial analysis on raw materials and finished products. These analyses include E.Coli, Coliforms, Listeria and Yeasts and Molds.
- Run and control high care processing of ready to eat foods. This involves implementations of HACCP systems and control of disinfection and sanitizing procedures
- Ensure full traceability of produce received, processed and rejected and liaising with clients and suppliers for specifications and advice on the quality of their produce.
- Preparing the company for external audits through proper follow up on documentations and systems in place.
- Preparing and documenting all our Clients specifications and making them understood by the staff

INTERNATIONAL AND OTHER TRAININGS

- Becoming a Climate expert ,Train of Trainers Training by Kenya Trade for Sustainable Development Hub (T4SD Hub)/International Trade Centre(ITC), **June 26-27, 2019** in Nrb Kenya
- Avocado fruit quality management by COLEACP, **March 11-13, 2019** in Kenya.
- Postharvest Physiology, Pathology and Handling of Fresh Commodities, at Volcani Agricultural Complex; **Tel Aviv. Israel Feb 2013**
- Auditing HACCP Systems Training ,**July 2007 – Budapest Hungary**
- Occupational Health and Safety Training 2007
- Attended supplier conferences and meetings with Customers Europe namely, Waitrose, Tesco, Sainsbury, Coop, Morrison, Asda to meet customers and meetings with Super market Teams. **2012,2010,2008, 2006,2004,2003- Wealmoor Ltd in London UK**
- Quality Managers Training in Haccp Practices and Principles, Traceability, Good Manufacturing Practices, BRC / Eurep gap/Global Gap Implementation Systems **July 2003- Gembloux, Belgium**
- HACCP Awareness and Implementation 2002
- Internal Auditors Training 2004

REFEREES

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