



ANTHONY G. MWANGI

+254 720718533 | E: amwangig@gmail.com

Muthaiga Road, Nairobi

PROFESSIONAL SUMMARY

I am a business leader with more than 15 years of experience cutting across various industries from ICT, Aviation to Oil & Gas. My expertise cuts across several business functions which includes: Communications, Government Relations, Regulatory Affairs, Public Policy Management, Advocacy, Lobbying, Negotiations, Stakeholder Engagement & Management, Business Development, Business Strategy, and Sales & Marketing, among others. Due to the cross-functional nature of my roles over a decade, I have built a wide range of experiences, skills, and competencies that are invaluable for my continued success as a thought leader in my area of expertise. I am driven by a deep desire to make a difference for the organization I work for, community, country, and the world while upholding the highest levels of integrity and trust. My philosophy is always to identify my core purpose in whatever I do.

SKILLS

- Visionary leadership
- Change management
- Strategic thinking and Foresight
- High personal integrity and ethical behaviors
- Team and relationship building
- Fast Learner
- Power of persuasion
- Dependable

WORK HISTORY

DIRECTOR - GOVERNMENT, PUBLIC AFFAIRS & COMMUNICATIONS

01/2016 to CURRENT

Tullow Kenya BV | Nairobi & Turkana, Kenya

- My key role is helping manage the business' reputation and ensuring alignment with key stakeholders. I support the delivery of Tullow Kenya stakeholder engagement objectives through the deployment of the full range of communications activities, delivered by an agreed strategy and plan.
- I manage and ensure that holistic communications strategies to Key stakeholders including the National Government, County Government, media, Community Members, Civil Society Organisations, among others.
- I support the business in building and maintaining government and broader political relationships, managing political risks and public policy matters that could impact the company's business interests in Kenya.
- I lead and facilitate engagements with policymakers, legislators and policy influencers to build their understanding of Tullow's business and consequences of different policy alternatives.
- I'm also responsible for corporate communications (internal and external) as well as developing and implementing Communication strategies which

enable the delivery of Tullow Kenya's work program. The goal is to build a well informed external and internal stakeholder environment.

- Advising the leadership on all issues related to internal and external communications and ensuring that relevant and useful communications materials are provided for all functions and departments.
- I am facilitating active engagement, both proactive and reactive with the media around issues affecting Tullow both directly and indirectly and acting as a senior spokesperson as necessary.
- Ensuring that the Tullow Kenya Social Performance team is fully supported in delivering against its community engagements goals in Turkana and other areas impacted by Tullow activities.

Achievements

- Built strategic alliances with Tullow Plc, Joint - Venture partners, the National Government, Turkana County Government, Local Community, among others that resulted in conceptualization and delivery of Early Oil Pilot Scheme (EOPS). This was a complex project and a first of a kind in Kenya and wider East Africa.
- I have led the team in Managing Communication strategy for EOPS from the development of branding, creating a value proposition, engagement strategy and messaging. EOPS commenced on 3rd June 2018 and it currently a well-known brand to our stakeholders.
- Led the team in managing a complex EOPS flag-of-event in Lokichar, Turkana by H.E. the President on 3rd June 2019. I was given only Ten days to execute the project
- I have led a global team from Tullow, Joint-Venture Partners, the National Government, County Governments, Local Community in the branding the oil project in South Lokichar Basin as PROJECT OIL KENYA. Getting alignment and support from all key stakeholders on a branding concept for a big project in six months was a proud moment for the team and I.
- I led the paradigm shift in the organization strategy from all-Tullow led initiatives to strong partnerships with National and County governments. This tremendous tempered very high & the expectation from stakeholders especially the Local Community.
- I am leading engagements of some key project initiatives with the National Government's Ministries and Agencies as well as other stakeholders in the run-up to Final Investment Decision (FID).
- Developed Project Oil Kenya Integrated Communication Strategy in the run-up to FID. The overarching objective is to simplify complex technical information into simple & easily understandable concepts.
- Led a project in the resolution of major legacy issues that were posing huge reputation risks from stakeholders especially the host community. Some of these troubled initiatives were costing the company millions of dollars.

IBM | Nairobi

- Developing and executing government & regulatory affairs strategy; public policy tracking & advisory; coordinating government engagements across business units.
- Ensuring a coordinated approach that leverages on IBM's capabilities; Aligning business objectives with the governments' national agenda and advising IBM on a broad range of issues like regional political risks and emerging policy & regulatory issues.
- Key areas of focus included: Workforce flexibility & mobility; securing & protecting government incentives for IBM Research Africa; supporting sales team by organizing & executing meaningful government engagements; supporting tax team in mitigating risks posed by constantly changing tax environment; driving & influencing technology policies on local content, cybersecurity, data protection, cloud computing, among others; Leading high level engagements between IBM's C-suite management and senior government leadership.

ACHIEVEMENTS

- Led, teams in some of the most strategic & transformative government initiatives including but not limited to: Ease of Doing Business transformation for Kenya; Government ICT Enterprise Architecture for Shared Services, Government Middleware platform, IBM's Research Africa collaboration agreement.
- Within the first six months of employment, I managed to streamline IBM's workforce mobility strategy and resolved challenges with regards to work permits, special passes & other regulatory documents to enable quick deployment of expatriate workforce.
- Some of these challenges had stalled the business growth for more than two years.
- Consequently, IBM increased investments in Kenya including software development and a modern Innovation cum Client center.
- I was a member of IBM's Research Africa Strategic Advisory Board (SAB) that includes two cabinet secretaries, three other senior government leaders, and three C-suite IBM executives.
- I coordinate the communication on board meetings chaired by a cabinet secretary, building the agenda, identifying emerging issues, secretarial work for the Board as well as follow on action items.
- I led communication and stakeholder identification, engagement & management with national and county governments by creating relationships that matter.
- I led and managed virtue teams that engage with governments on various issues on a project-to-project basis.
- Earned 2013 IBM Manager's Choice award for demonstrating the practice:

Put the client first, Kenya Airways Nairobi Reporting to the Manager, Government & Industry Affairs, My role was analyzing the market demand and arranging for meetings with foreign Governments in conjunction with the Government of Kenya.

MANAGER - GOVERNMENT & INDUSTRY AFFAIRS

01/2005 to 01/2012

Kenya Airways | Nairobi

- Government & Industry Affairs Kenya Airways - Nairobi, Kenya Reporting to the Head of Network Planning and Airlines Strategy with a dotted line to the Group Managing Director and CEO.
- I developed a valuable professional rapport with the Business leadership team, Network Planning & Airline Strategy team, Operations Planning, all relevant government ministries and agencies in Kenya and abroad as well as other industry stakeholders and clientele.
- I set new & higher standards for international negotiations and government engagements.

ACHIEVEMENTS

- Earned respect as a thought leader in the aviation industry's regulatory space not only from my former top management & colleagues but from industry stakeholders in Africa and beyond.
- Drove Kenya Airways' market access negotiation strategy and practice with outstanding results to support ten years (2011 -2021) business expansion strategy to the entire African continent and beyond.
- Participated actively and productively in negotiations of Bilateral and Multilateral Air Services Agreements between the Government of Kenya and over 50 other States including: USA, South Korea, Singapore, Malaysia, DRC, South Africa, Uganda, Tanzania, Rwanda, Burundi, Zambia, India, UAE, Turkey, China, and Nigeria among many others.
- My most memorable success was securing rights for market access in Angola, a destination that KQ had tried to access for over 15 years without success.
- Drove better decision making by analyzing & interpreting policies, rules, and regulations in the aviation industry.
- Most critical was driving the business leaders in understanding the implications of global competition policies especially by USA and EU; some of which if violated could have led to penalties running into millions of US dollars.
- Represented Kenya Airways on all governmental issues, including and not limited to Prime Minister's Round-Table Meetings, Ministerial task force, National Trade Facilitation and Transport Sub-committee on Aviation Sector.
- Represented the CEO in IATA & AFRAA (African Airline Association) Executive Committee meetings and Annual.

SALES MANAGER

01/2004 to 01/2005

MFI Office Solutions Ltd

- I was leading a team of twenty (20) that included: salespeople, customer service executives, and technicians to deliver document imaging solutions from the leading manufacturers like Canon and Kyocera-Mita, focusing on government and corporate clientele in Nairobi.
- My team successfully managed and executed document management solutions for the Constitution Review Commission of Kenya in 2004.
- The services involved printing, photocopying, collating for all the delegates to the conference over five months periods, this was a massive and sensitive assignment that had no option of failure.
- Managed to maintain and recapture the accounts we had lost to competition like; Nation Media, British-American Insurance Company, KPMG, Kenya Pipeline, among others.

PRODUCT MANAGER

01/2002 to 01/2003

Samsung Electronics

- As a Product Manager based in Nairobi regional office, I was responsible for business development for information system related products (Laser printers, optical disc drives, TFT-LCD monitors and Hard disk drives) in East, Central and West Africa.
- I introduced the products to all the target markets in the region like; Nigeria, Kenya, Tanzania, Uganda, Rwanda, Burundi, Ghana, Nigeria, Democratic Republic of Congo among others.
- I successfully secured over USD5million worth of business for Laser Printers which were completely new in the region within one year.

SALES EXECUTIVE

01/2000 to 01/2002

MFI Office Solutions Ltd

- I was in charge of selling photocopiers, printers, fax machines and computers from the leading manufacturers like Canon, Kyocera-Mita, Dell focusing on corporate clientele in Nairobi and its environs.
- I was in a team that helped drive the adoption of digital document imaging in Kenya.
- This was a departure from analog photocopiers that the market was holding on to.
- Managed to maintain and recapture the accounts we had lost to competition like; Nation Media, British- American Insurance Company, KPMG, Kenya Pipeline, among others.

EDUCATION

M.A. | Master in Public Policy & Management (MPPM)

2018

Strathmore Business School, Nairobi

The Masters in Public Policy and Management degree is a rigorous two-year program designed to address the complex issues facing modern governments and other policy-making organizations while developing the general management skills of results-oriented professionals.

The program provides a practical learning experience using the case-study methodology which offer a unique opportunity for the application of practical skills, tools, and ideas to real-life problems. The course is delivered by a broad pool of local and international faculty that are actively engaged in shaping public policy, advising both governments and organizations, locally and internationally.

Diploma

2014

Management University of Africa (MUA)

Nairobi Strathmore Business School (in collaboration with JOHNS HOPKINS School of advanced international studies & Prof. Francis Fukuyama of Stanford University) – The Role of Public Policy in Private Sector Development Program, Nairobi

Bachelor of Arts | Sociology, Geography, Mathematics (Minor)

1998

University of Nairobi, Nairobi

ACCOMPLISHMENTS

- Numerous IBM internal training like; working in a global & multicultural environment, negotiation skills, Cloud computing and many others delivered via MOOC.
- Air Mercury, International Air Transport Association (IATA), Nairobi, 2010.
- Kenya Airways Ltd -Project Management essentials, Nairobi, 2010.
- Crescom International -Bullet Proof Manager, Nairobi, 2007 International Negotiation Skills, International Air Transport Association (IATA), Montreal, Canada, 2006.

SUMMARY

I have an entrepreneur mindset and have a very well developed Emotional Quotient which is invaluable in stakeholder engagement role. I make acquaintance quickly, and my personality enables me to build a strong and professional relationship. I am flexible, always learning, good team player, firm but fair and a strong passion for what I do.

AFFILIATIONS

I'm an active member of Kenya Private Sector Alliance (KEPSA), Kenya National Chamber of Commerce (KNCCI), Kenya Oil & Gas Association (KOGA), British Chamber of Commerce Kenya (BCKK), and formerly American Chamber of Commerce - Kenya (AmCham). END