KIM CHEPKOIT

CEO & FOUNDER
ECOBODAA COMPANY LTD & BODABODA CREDIT COMPANY LTD

An engineer by profession & a growth hacker at heart who is passionate about building adaptive and sustainable mobility solutions for the African market.

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PROFILE

Date of Birth: 22.08.1989

Nationality: Kenyan

Languages: English, Swahili

EXPERIENCE

CEO & FOUNDER-ECOBODAA COMPANY (2020-)
- **Ensure that the Product roadmap is in alignment with your Startup's vision**
- **Develop & maintain the Business plan**
- **Managing Finances**
- **Set Product Test Criteria and Developing designs for MVP**
- **Lead product Test results analysis**
- **Marketing the Startup and making sure that it gains visibility**
- **Checking and applying for Accelerators**
- **Networking and establishing connections with interested organizations**
- **Engaging Bodaboda riders during product design**
- **Developing design guidelines for ecobodaa manufacturer**
- **Recruit & retain talent**
- **Create and implement customer vision**

CEO & FOUNDER-SOIN BODABODA COMPANY (2019-2020)
- **Approving bodaboda loans**
- **Liaising with motorbike dealerships to ensure that the product is delivered on time for client collections**
- **Monitor revenue collections & source finances**
- **Maintain & enforce monthly targets in terms of client acquisition and collections**
- **Liaise with insurance providers to make sure all bodabodas are insured and claims followed up**
- **Getting client requests from Head of Client Relations**
- **Developing a marketing plan for the company**
- **Networking and establishing connections with interested organizations**
- **Recruit and retain talent**
- **Create and implement customer vision**

RADIO NETWORK PLANNING ENGINEER-SAFARICOM (2015-2019)
- Radio Equipment BoQ Engineer
- NB-IoT rollout on LTE 1800 Frequency
- Smart Analytics site planning
- RF Planning and interference hunting
- Perform Quartely AFP to improve KPIs and minimize internal interference New site installation parameters generation (2G, UMTS, LTE)
- Supervise soft and hardware swaps done by managed services and verify impact on network KPIs and customer experience

- Technically verify & validate vendor proposals of new sites/technologies Develop and continuously update new sites acceptance criteria.
- Identify root cause for issues and incidents that occur within the network Initiate KPIs improvement plans, follow implementation and benchmark outcomes
- Prepare capacity plans and corresponding expansion plans

EDUCATION

RELEVANT CERTIFICATIONS
- **Social Impact Analysis – Acumen+**
- **Marketing for the Bottom of the Pyramid – Acumen+**
- **Insight for Innovation - IDEO U**
- **Designing for Change - IDEO U**

SOAS UNIVERSITY LONDON (2020-2022)
Master of Science- MSc. Sustainable Development (Online)
- **Understanding Sustainable Development**
- **Climate Change Adaptation**
- **Energy and Development**
- **Gender and Social Inequality**
- **Global Environmental Change and Sustainability**
- **Low Carbon Development**
- **Urban Sustainability**
- **Water and Land Management for Sustainable Development**

THE TECHNICAL UNIVERSITY OF KENYA (2009-2014)
BEng in Electrical & Electronics (Telecommunications) *2nd Class Honors Upper Division*

MOI HIGH SCHOOL-KABARAK (2003-2006)
KCSE -A

RELEVANT SKILLS
- **Building startups**
- **Client management**
- Product Development
- Human Centred Design
- Business Development
- Social Impact Analysis
- UI/UX Design (CSS, Material Design, Angular, JS)
- IoT, LoRA WAN Technologies
- Hadoop, Tableau, PowerBI
- Teamwork & Accountability
- Client Support & Management
- Incident Management and Documentation
- Agile Methodologies

REFEREES
Dr. Eng Joseph K. Njoroge, CBS
Principal Secretary,
State Department of Transport
Ministry of Transport, Infrastructure, Housing, Urban Development & Public Works
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Email: ps@transport.go.ke