

RESUME



Mary N Mbugua

P. O. Box 307 Nairobi 00502 Kenya

Cell: 0733 878 089 / 0721 690 133

nmarym@yahoo.com

PROFILE

Visionary leader – skilled in repositioning assets for profit through comprehensive, physical and financial analyses

Concept to execution driver and turnaround specialist – for projects delivered with zero defects to light budget constraints

Negotiator and advisor – to high profile developments of significant environmental, community and financial impact

EXECUTIVE HIGHLIGHTS

Built solid track record of success leading start-ups, turnarounds and rapidly growing companies

- Strategic planning – turnaround under performing companies
- Transformational change – reinvigorating and developing product strategy
- Corporate financing – seeking equity and grant funding
- New business start-up – from idea to accelerations to commercialisation
- Mergers and acquisitions – through due diligence, integrated operations, managed strategic relationships through technology transition

PROFESSIONAL EXPERIENCE

VIVIFY I SPACE LIMITED

Innovation Hub Consultant

2017 – Present

Scouting for start-ups and working with start-ups and corporations, helping them improve their innovative culture and R&D departments.

Delivering entrepreneurship courses, lean start-up methodology, business model canvas and finance for non-finance workshops

HUMANE TECHNOLOGIES

2018-Present

Chief operations officer – Planning and implementing operational strategies, serving as a custodian of operational policies and procedures of business and active contribution to preparation and adherence to the annual budget

EDMUND RICE ADVOCACY NETWORK EAST AFRICA

2011-Present

Consultant – programming coach, systemic work and open space advisor

HELA SOLUTIONS

SME financial advisory services

2014 – Present

Developing financing models and conducting business education seminars and consulting on business strategy

MILELE CAPITAL INVESTMENTS

Financial Analyst

2007 – Present

Asset management and **investment advisory services** to individuals and corporate clients. Through our diverse range of operational, technical and financial skills, Milele Capital assists businesses to achieve significant and sustainable growth in revenue, profit and shareholder value. The company also offers both **wealth management services** and **portfolio management services** to private clients and **institutional funds** such as **pension funds**, charities, NGOs, **Endowment Funds**, amongst others.

THEMIS INVESTMENTS LIMITED

2004 -2007

Head – Finance and Administration

Research and advice on Private placements, Mergers and Acquisitions, Leveraged transactions,

Restructuring, Project Evaluation through feasibility studies and evaluations to provide appraisals

Valuations and Debt restructuring.

REALCOM CO. LTD.

2002 - 2004

Investment Analyst / Accounts Assistant

Directing all areas of financial reporting from review of original account entry to budget preparation and analysis.

Direct and support an administrative department of 11 people responsible for accounting, contract, administration, and purchasing, marketing, sales and secretarial support.

Maintained and updated personnel files including appointment, appraisals, wages, salaries and employee benefit program administration.

Assistant Manager – Underwriting Dept.

Business production and development aimed at achieving set targets.

Member of the Executive committee creating new products with unique selling points.

Significantly increased new sources of business while lowering operating expenses.

Designing and implementing market strategies.

Ensuring efficient service and utmost customer care.

NON-FORMAL WORK EXPERIENCE

1. With Rotary International, have led the Community empowerment and promotion of culture of peace on a program for 'Boda Boda' riders (motor cycle riders) called BODA BODA Safety, wellness and Peace Project.
2. On Invitation by the State of Israel, attended an international workshop on 'Startup Accelerators in the Entrepreneurial Ecosystem' leading to exposure to think globally.
3. Managed the Embul bul community based programme on Epilepsy and other mental conditions which I found demanded a lot of tolerance, flexibility and consensus building among my project team and also between other projects we were co-operating with, thus requiring careful writing and language use plus intense interpersonal liaising which had a lot of ambiguity due to the 21 people I was leading. It involved a lot of negotiating, open mindedness and quick innovative decision-making. I was called on to forecast, schedule, prioritize and provide a link between our objectives and resources
4. Organized fund raising activity for the community based organization on Epilepsy medication assistance, and HIV AIDS home care assistance
5. Wrote an article on the Sexual Offences Bill
6. Organized street children into teams to collect, sift and pack scrap paper from garbage bins
7. Organized the street children into a co-operative whose membership was restricted to non-drug users thereby encouraging the street children to be responsible and have self worth
8. Assisting Kenya Society for the Protection and Care of Animals (KSPCA) through:-
 1. I have assisted in rescuing stray abused dogs,
 2. Reported a bird which broke its wing & got stuck up in a tree, and
 3. Reported Donkey abuse in Ngong, Rift Valley province and Mwea, Central Kenya.
9. I have been working with Thomas Barbados children's home for over 10 years as a volunteer doing office (programme assistance, accountancy and clerical work), pep-talking children and performing physical labour when required.

10. I have volunteered at Nyumbani Children's home for 10 years to date in human and social skills for the children and in strategy and international conveyance of the operations.

EDUCATION

- | | | |
|----|---|------|
| 1. | Grants Management – Strathmore University | 2019 |
| 2. | Export Market strategy - She Trades Commonwealth | 2019 |
| 3. | Masters of Art in Economic Policy Management (In Progress)– University of Nairobi | 2019 |
| 4. | MASHAV – Israel Agency for International Development – Israel | |
| | Executive Program, Business Accelerators in the Entrepreneurial Eco – System | 2018 |
| 5. | CRID Kenya - Developing international and sustainable capacity of public and private workforce in Kenya | 2017 |
| 6. | SGS's implementation workshop at Kenya School of Government | 2017 |
| 7. | Bachelor of commerce-Finance, Catholic University, Kenya | 2005 |
| 8. | Chartered Financial Analyst-Level one, CFA Institute, USA | 2006 |
| 9. | National Examination Board on Supervisory Management (NEBS) Diploma, London | 2002 |

REFEREES

Miriam Wachira	Cell: 0728 066 666
Governance and Ethics	E-mail: mirriam_wachira@yahoo.co.uk
Ms Dorina Telaide	Cell: 0711 498 523
Strathmore College	E-mail: dtelaide@strathmore.edu
Mr. William Igeria	Cell: 0721 690 133
Wananchi Online Limited	E-mail: williamin@wananchi.com

@2019

