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### **BUSINESS LEADER IN KENYA; BUILDING AND CONSTRUCTION SECTOR- MANUFACTURE AND DISTRIBUTION**

I have over 17 years' successful business leadership and experience in the Building and Construction industry in Kenya providing corporate strategy, business development and operations leadership. I have successfully pioneered building product trends in Kenya. I am results focused, hands on and an effectual leader with proven ability to initiate, develop and sustain new building and construction market trends.

As a strong business leader, entrepreneur and now industrialist, I have participated as a panelist and a champion of transformation in several business forums and engagements due to my interpersonal skills and demonstrated leadership capabilities. I am engaged in a mentor-ship program for young Women in Entrepreneurship. I am an alumni of the Centre for Corporate Governance where I am the pioneer Chairman of the CCG Alumni Network Ltd. I am also skillful in developing and managing stakeholder relationships.

I participate in key technical committees in Kenya Bureau of Standards (Steel and Aluminum), Kenya Association of Manufacturers (where I Chair the Building, Mining and Construction Sector) as well as participate in CEO engagements held within the housing industry.

### **PERSONAL VALUES**

- Effective and accountable in high profile executive roles
- Professionalism and integrity
- Respects and leverages human and all business capital and resources
- Results oriented in delivering business objectives through continuous improvement, consistency and efficiency
- Capable and dependable while making critical and challenging business decisions
- Visionary, strategic execution and committed leadership

## **EXECUTIVE EXPERTISE**

- Strong orientation in building and construction technology products and solutions
- Sales and marketing leadership
- Brand creation and development management
- Cost tracking and control
- New Product and project development, programs and roll out
- Strategic stakeholder negotiations and management
- Policy, process and procedure development and implementation
- Team building and continuous human resource management and improvement

## **PROFESSIONAL EXPERIENCE**

### **Space and Style Ltd- Nairobi, Kenya**

#### **From 2002 to date**

#### **Position: Managing Director and CEO**

Co-founder and Chief Executive of Space and Style Ltd whose core business is in manufacture, distribution and construction of technical building materials with special emphasis on stone coated steel roofing and pre-engineered steel structures.

I have continued to deliver sustainable growth for the organization including our recent transformation from a distribution business to a manufacturing organization.

I leveraged my entrepreneurial and technical orientation in starting up the company specializing in the importation and distribution of specification based building products. I initiated a full engineering of the company's operations, business growth and development. In addition, I together with my team pioneered and developed a niche market for specialized technical building roofing products for the organization from an initial market size of 3000 sq. of roofing to over 500,000 sq. of roofing per annum. I have consistently provided visionary and operational leadership to the organization. Some of my roles have included the following:

- Recruiting, developing and motivating the human resource base to build a dynamic team of over 80 employees and a branch network countrywide
- Developing new products, marketing and brand building.
- Establishing practical procedures and policies and ensuring compliance standards are met
- Developing and implementing innovative technical business concepts to address the changing market
- Developing and implementing a customer centric business environment
- Meeting business and stakeholder targets

- Developing financial and capital controls that have ensured consistent growth of shareholder investments
- Initiating, managing and sustaining stakeholder relationships across the Company's value chain

**Notable accomplishments:**

- Transformed the company from a start up to a market leader in building products market and a roofing expert company countrywide
- Currently transforming the business into an industrial leader in manufacturing of roofing and associated products in line with the Big 4 Agenda
- Raised the company profile, grew brand equity and positioned the company as a market leader
- Significantly improved performance through focus on human resource improvement and process engineering
- Developed key relationships to enable the company access financial services to boost working capital requirements
- Liaised with and continues to engage with government agencies to improve the business environment
- Initiated, developed and implemented free technical fundi (installer) training program countrywide to train and certify over 1500 roofers as part of the Company's social responsibility program
- Initiated and launched innovative new products that diversified the company's product portfolio and revenue base
- Led the company to achieve the following milestones: Fastest growing Distributor in the world for the year 2011/2012 by Roof Tile Group, Fletcher building New Zealand leading over 120 global distributors
- Led the company to be awarded large and premium project supply contracts within the housing and institutional construction sector
- Developed and led the company's promotional campaign dubbed 'Fundi Maalum 2013' that was awarded 'The Global Best Marketing Campaign 2013' by Fletcher Building Group, a conglomerate operating in over 120 countries worldwide
- Led the Company to receive an award for the 'Highest Sales Growth' globally in 2012 from Hunters Plastics UK, leading over 30 global distributors
- Led the company through the ISO 9001:2008 certification process, May 2017

**Memberships:**

- Member- Corporate- of Kenya National Chamber of Commerce and Industry
- Member Corporate of Kenya Association of Manufacturers
- Member Corporate Kenya Private Sector Alliance

**Individual Memberships:**

- Chairman, Center for Corporate Governance Alumni Network Ltd,
- Chair, Building, Mining and Construction Sector; Kenya Association of Manufacturers
- Member, Steel and Aluminum Products and Metallurgy Technical Committee, Kenya Bureau of Standards
- Member, Industry Sub-Committee, Kenya Private Sector Alliance

**EDUCATION AND TRAINING**

Bachelor of Architecture, Hons. J.K.U.A.T (2000)

AHI Roofing New Zealand Distributors Market development Training, 2006, 2007, 2008, 2009, 2010, 2011, 2012 and 2014

SBR Consulting, UK- Management, Motivation and Measures 2009

SBR Consulting UK- Leadership Measures 2010

FRAMECAD New Zealand-Light gauge steel Training 2011 and 2012

Corporate Governance Training Course for Directors (Centre for Corporate Governance- Kenya) 2013

Executive Owner Manager Executive Business Program, Strathmore Business School –2014

Stanford Seed Business Transformation Program, Stanford University- 2018

Widely travelled individual to attend local and international building and construction exhibitions and conferences

**RECOGNITIONS AND MENTIONS**

- Outstanding and exemplary contribution to the growth and development of the construction Sector in Kenya by IQSK, 2012
- Featured in the News Feature 'Women and Power' by NTV 2013, Kenya that highlights and recognizes outstanding women in the country and several media mentions subsequent to this
- Entrepreneurship leadership speaker, Entrepreneurs Boot Camp, November 2016
- Women in leadership Speaker, Timeless Women Conference, February 2017 and 2018
- Speaker on Corporate Governance, Grand Summit of CCG Alumni, 2017 and 2018
- CNBC AABLA 2017, Young Business Leader, Finalist nominee- East Africa, 2017
- Women in Manufacturing Speaker at Women in Energy Conference, 2018
- Recipient Award, 1<sup>st</sup> runner up, Women in Business, Construction Sector, 2018
- Women in Real Estate, 2018- Speaker at WIRE Legends and Leaders meeting
- Recipient Award- Exceptional and Devoted Service in Construction, TWILE Awards, 2018