### Eunice Moraa Maranya

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### Summary Profile

**Profession:** Institutional and Business Development

**Academic Qualifications:**

Masters in Business Administration (MBA), United States International University, (San Diego)

BSc. Agriculture (Hons), University of Nairobi, Kenya

Kenya High School- “A” and “O” Levels:

**Others**

**Qualified Director**: Commonwealth Corporate Governance Association

**Auditor SA 8000 Standard**: Amana Ltd, Switzerland

**Lead Auditor ISO 9001:2000**: SQML Center, South Africa

**Training:** Attended conferences and training courses locally and internationally on Competition, Banking, Audit, Governance and Leadership, Human Centered Design thinking, social entrepreneurship and end-game scenarios, Program design, Management and Operations.

**Board experience: Competition Authority of Kenya (2012 to 2019):** Chairman Finance Committee; member Technical committee

**Communications Commission of Kenya** (CCK) (2007-2010): Chairman Audit Committee; Member HR committee

**Kenya Civil Society Alliance** (2006-2010) Chairman

**Comitato Collaborazione Medica** (CCM) 2015 to 2017- Board Member

**Karen Country Club** (2016 to 2019): Chairman; Audit and Governance Committee

**Member** Institute of Directors; Country Directors Forum

Women on Boards Network, Kenya Association of Maufacturers,

**Experience Summary:**

I am a Business, Management and Institutional Development Specialist and entrepreneur with over 25 years’ experience garnered from private, non-governmental, and public sectors. In the course of my career, I have had the opportunity to undertake a wide range of assignments, achieved results exceeding targets, with key competencies centered around:

**Leadership:**

***Organizational Leadership;*** I was until November 2017 engaged as the Country Director (Kenya) of the Digital Opportunity Trust, an International Canadian NGO (working in 14 Countries) with the goal of empowering youth through ICTs, innovation and Entrepreneurship. I took leadership for fundraising, Strategy formulation and implementation, program design, staff development, support to the Board, partnership building, and management of the global IBM CSC deployments.

Similar assignments include the establishment of the Kenya Alliance of Resident Associations (KARA), a now thriving lobby organization in Kenya.

**Entrepreneur** (2017 to date): A manufacturer of natural beauty products using authentic Africa’s raw materials. Check [www.blendsofnature.co.ke](http://www.blendsofnature.co.ke). Responsible for products formulation, marketing and quality control. I have taken courses in Aromatherapy and natural products formulation, and on massage therapy and blending of cold pressed oils. In response to the Covid 19, we are also making hand sanitizers . Our Natural products are available in high end stores in Kenya as we work on an export strategy.

***Board memberships:*** I served on the Board of *the Competition Authority of Kenya*, in which I was theChair of the Finance Committee and a member of the Technical Committee to guide the direction of this key public institution. I sit in the Board of Karen Country Club where I am the Chair of the Audit and Governance Committee.

These Board memberships follow previous stints on the Board of the erstwhile *Communications Commission of Kenya (CCK)* between 2007 and 2010, in which I chaired the Audit Committee; and was a Member of the HR committee. I have also served as Chair of the *Kenya Civil Society Alliance* (2006-2010) As well I was a Board member of the *Comitato Collaborazione Medica (CCM),* an Italian NGO working in the health sector.

**Management:**

During the 15 years of service in the banking sector (Kenya Commercial Bank) became proficient with sound administration and financial management practices, people management, and banking operations. I was actively involved in business development, an area in which I excelled, recording results well in excess of set targets in operations and profit. Significant achievements in this period were: i) Managing the first merger of two branches of the Kenya Commercial Bank; ii) setting up operational systems and standards of a new branch (instrumental in mobilizing deposits from zero at opening in June 1994 to Ksh1.2 billion in 2000. Recorded profits of Ksh44 million in 2000); and iii) restructuring the processes and service delivery systems in a loss -making branch. I won several performance awards.

**Capacity Building:** I have conducted several training sessions for different organizations ( local and international) in a wide variety of disciplines, from scoping, problem analysis, evaluations, leadership, management, business development to team building, including training women’s groups on Bar and liquid Soap Making.

I have developed Business Process Manuals for financial services organizations such as K-Rep Bank and Pride Management, and facilitated Business process reengineering for the British American Insurance Company. I was involved in offering training solutions to firms in both corporate and development sectors. I have also trained SMEs and facilitated the development of Strategic and business plans for Business enterprises in several sectors.

**Consultancy and Research**

I have worked as an independent consultant in diverse areas and disciplines in development, financial services, corporate and the public sector. Selected key consultancies include:

***DFiD/Danida****:* Developedbusiness approaches to production and marketing of animal genetics and with agro-vet businesses involved in the distribution of the genetics (bull semen for artificial insemination) with encouraging results; Development of the project Monitoring and Evaluation framework and monitoring tools for the Business Advocacy Fund.

***IFC/World Bank****:* I was one of the team of four consultants in the IFC- funded Site Benchmarking and Demand assessment study for the proposed Konza Technopolis) that is now established in Kenya.

***FAO &Action Aid International;*** in a study of sugar import surges and their effects on the economy.

***RATES – a USAID*** project: Developed the sustainability plan for the East Africa Fine Coffee Association -EAFCA (involved in the marketing of premium coffees from 10 countries of the East African region):

**Business Services Market Development Project- A *DfID* project** ; Engaged in problem analysis of the cold chain (Liquid nitrogen) and distribution of genetics in Kenya;

***PTA Bank, K-Rep Bank, IDB, UAP insurance Uganda, USAID and Housing Finance***: training and market studies;

***UNICEF:*** investigating *The Extent of Child Sex Tourism* in Kwale District. A report with recommendations was presented to UNICEF and The Children’s Department, findings of which were reported on the front page of the Nation 20th December, 2006 (Feb 2006- March 2006)

***Kenya Institute of Public Policy, Research and Analysis (KIPPRA)* –** Team Leader for a survey team which looked at policy awareness on Technology, Marketing and Workspaces for Micro and Small Enterprises in Nairobi and the outlying towns of Machakos, Thika, Kikuyu, Kajiado and Kiambu.

***UNDP Special Unit New York****:* Lead consultant in the scoping study for assessing options for the Government establishing a South-South cooperation center in Kenya (The center was approved for establishment by Cabinet in April 2012).

**Community Service**

During my tenures as Treasurer and Secretary of the Nairobi Rotary Club, I worked with the less privileged in society by organizing the Rally for Disabled children, career talks and other club community initiatives.

I have sat on several Committees (Audit, Golf, procurement and House) of the Karen Golf and Country Club where I was one of a team of seven members (the Master-Plan Team) that were tasked with defining the strategic direction that the club should take over a period of 10 years. Most of our recommendations have been implemented. As well, I am a past Lady Golf Captain at the Karen Club. I have sat on the Board of Karen Club as Chair of the Audit and Governance Committee.