

# JAMES NGANGA

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## SUMMARY

Experienced and dedicated business developer with a passion for mentorship and coaching. Known for implementing and managing strategic plans to drive growth and success for small and medium-sized enterprises (SMEs). Excels in delivering practical and innovative business solutions that enhance resilience, productivity, and profitability for start-ups. I am an ILO certified professional in business mentorship, bringing a wealth of knowledge and expertise to support entrepreneurs in their journey towards success. I am committed to empowering individuals and businesses to reach their full potential through strategic guidance and mentorship.

## EDUCATION

<b>Corporate Finance Institute</b>	Business Intelligence and Data analyst	January 2021 - September 2021
<b>Corporate Finance Institute</b>	Financial Modeling & Valuation analyst	February 2022-September 2022
<b>Brentwood Open learning</b>	Human Resource Management	January 2016-December 2017
<b>Sydney School Of Business &amp; Technology</b>	-Financial Planning	January 2018-December 2019
<b>Kenyatta University</b>	Leadership and Mentorship	January 2015-November 2015
<b>Kenyatta University</b>	Ba.Economics	January 2011-June 2015

## WORK EXPERIENCE

<b>Kenya Private Sector Alliance(KEPSA SME)</b>	<b>April 2024-Part Time</b>
<b>Pre-lending Trainer for KEPSA SME Development-Nakuru And Nyandarua</b>	

- Administering pre-training surveys to assess participant knowledge, expectations, and requirements before lending.
- Delivering training sessions either modular or in half-day format
- Administering post-training surveys to evaluate the effectiveness of the training and gather feedback for improvement.
- Administering other data collection tools such as attendance registers.
- Providing post-training support when called upon, which will include addressing participant queries, and clarifications, and providing any assistance tasks given from the training session.

<b>Young Africa Work-Kenya &amp; Equity group Foundation</b>	<b>October 2022-August 2023</b>
<b>Business Mentorship-Nyandarua County</b>	

- Identified business challenges faced by SMEs and provided proactive business mentorship, coaching, counseling, and follow-up support.
- Offered BDS (Business Development Services) support to SMEs, including guidance on business strategies, financial and market linkages, production scale-up, and organizational development.

- Co-facilitated BDS seminars and training sessions to enhance the skills and knowledge of SMEs.
- Generated progress reports for SMEs, highlighting job and enterprise growth outcomes achieved through the provided support and mentorship.

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**National Agricultural and Rural Inclusive Growth Project(NARIGP) October 2019-May 2022-Nakuru  
A Trainer and a communicator,Nakuru Kenya**

- Engaged in effective campaigning and communication efforts targeted at minority and limited-resourced farmers in agribusinesses and groups traditionally involved with extension programs. Ensured the timely execution and adherence of County Government Extension programs within the stipulated timeline in my ward.
- Provided assistance and support to landowners and producers, offering guidance and facilitating the exploration of alternative income opportunities.
- Developed and delivered training programs and workshops tailored to the specific needs of farmers and agribusiness groups, equipping them with the necessary knowledge and skills to maximize their potential and thrive in their respective fields.

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**Lions Heart Retail** **January 2016 - August 2019**  
**Business Developer – Malindi, Kenya**

- Conducted extensive research and analysis to identify new potential clients, collaborating closely with sales teams to develop a robust customer base and drive business growth.
- Implemented strategic sales and marketing initiatives to expand market reach and capture new business opportunities, contributing to the overall success and profitability of the enterprise

**LEADERSHIP EXPERIENCE**

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**President- Singles and Saved Nairobi Region forum** **May 2019 - June 2020**

Oversaw and manage a comprehensive program for 5000 Youth members, designing and executing activities to support their personal and professional development..

**SKILLS**

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› Business valuation	› Business analysis	› Business development
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**INTERESTS**

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› Mentoring	› Research	› Socializing
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