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**DENIS KIMAN.**  
**Growth Strategist**  
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### KEY COMPETENCIES

- Market Research Analytics - Collating Data for Analysis
- Strategic Planning for New Market Entry and Scalability
- Stakeholder Engagement and Partnership Development
- Performance Modeling, Measurement, Monitoring and Evaluation
- Determining Business Technical Requirements to Support Scalability
- Managing Product Development Lifecycles E.g. Pricing, and Volume control

### SUMMARY PROFILE

As a seasoned business growth consultant with over nine years of progressive experience, I have helped numerous companies achieve commercial success by developing customized strategies that leverage market analysis, feasibility studies, and strategic partnerships. My track record of identifying market opportunities and gaps, and creating collaboration strategies by building symbiotic partnerships, has enabled businesses to achieve sustainable growth and scale-ability. With a vast network of contacts across diverse sectors, I provide valuable insights to help companies to pursue their growth potential. Let's work together to take your business to new heights!

### SELECTED SECTORS OF EXPERIENCE

- Energy & Petroleum
- Agriculture & Agri-business
- Ecommerce and Fast Moving Consumer Goods
- Infrastructure and Real Estate
- Healthcare and Pharmaceuticals
- Education and Training

### EDUCATION AND OTHER TRAINING

- A. Bachelor of Science in Financial Engineering** – Jomo Kenyatta University of Agriculture and Technology

## WORK EXPERIENCE

Role	Nature of Assignment	Status	Year
<b><i>Sustain-Scale Consulting – Private practice as an independent consultant</i></b>	<p><b>Consultant Market Entry and Business Analyst</b>            Conduct independent studies on diverse market sectors and pitch the opportunities to current stakeholders in these market sectors and potential investors who are looking for investment opportunities.            Contracted by businesses to help align business models for effective sustainability and scalability.            Undertake big market analysis projects from diverse international clients and assist in data sorting, analysis, and reporting.</p>	On-Going	January 2020
<b><i>Five Quadrant</i></b>	<p><b>Investment Analyst</b>            Conducted analysis of the Kenya real estate sector for the UK Real Estate Fund.            Conducted feasibility studies aimed at assisting the Fund to make research-informed real estate investment in Kenya.            Developed partnerships and introduced UK real estate options to local investors.</p>	Complete	June 2018 to November 2019
<b><i>United Agromats: The Nairobi Farmers Market</i></b>	<p><b>Market Analyst: Feasibility &amp; Consumer-Insight Analysis</b>            Developed the business strategy and determined business and technical requirements for the Pioneer full-scale Nairobi farmers' market project.            Conducted feasibility studies for the fresh produce market and created a pricing index.            Developed an operational management plan for park house management and created a home delivery strategy that included mapping of key residential areas and a geo-locking based expansion strategy supported by a mobile application.</p>	Complete	June 2018 to November 2018
<b><i>International Cocoa Organization (ICCO)</i></b>	<p><b>Market Entry Analyst: Feasibility and Strategy</b>            Conducted market entry feasibility studies and developed expense reduction strategies.            Combined the two to create business processes to ensure sustainability and scalability of three East African SME's funded by the ICCO.            Focused on consumer insights and business development strategies.            The three SME's are now sustainable as well as scaling to new markets utilizing the business models and strategic plans I developed.</p>	Complete	December 2017 to April 2018

<p><b>LK Consulting Group-Enterprise Ireland</b></p>	<p><b>Market Entry Analyst: Scalability and Strategic Planning</b> Through market analysis, feasibility studies and stakeholder engagement, I helped identify opportunities and develop partnerships for both local and Irish businesses, I developed a database for the private equity and venture capitalists from Ireland which included local firms that were interested in Foreign direct investment and foreign market partnerships.</p>	<p>Complete</p>	<p>May 2017 to November 2017</p>
<p><b>BIAB East Africa</b></p>	<p><b>Market Entry Analyst: Feasibility studies and Partnership development.</b></p> <p>I worked with BIAB International from Sweden to determine a market entry strategy for the East African Market. I assisted with feasibility studies and development a bespoke business model that was utilized to set up the BIAB East Africa Office.</p> <p>BIAB is a manufacturer and supplier of WASH, RELIEF and SOLAR products, with production floors in China and needed to have an East African office to better serve NGO's in the region.</p> <p>I also worked briefly at the BIAB East Africa office and assisted in setting up the operations where we were focused on becoming a leading supplier of Educational Kits, WASH and SOLAR products to NGOs in Kenya, Somalia, and Sudan.</p>	<p>Complete</p>	<p>September 2016 to March 2017</p>
<p><b>Green Pot Enterprises</b></p>	<p><b>Market Entry Analyst: Feasibility, Strategy and Identifying Business and Technology Requirements</b></p> <p>I was contracted to conduct market analysis and feasibility studies for Bamboo products manufactured by Green pot. I Conducted local and international feasibility studies for assorted bamboo products including; Activated Charcoal, Briquettes &amp; Pellets, Toothpicks, Chopsticks, and furniture.</p> <p>The company hires me regularly to help restructure business models and align market operations.</p>	<p>Complete</p>	<p>March 2016 to August 2016</p>
<p><b>Dalberg Global Development Advisors, Nairobi</b></p>	<p><b>Analyst</b></p> <p>I analyzed several investment proposals from diverse market sectors. I was involved in investment and market analysis and the development of business partnerships. I worked alongside global Markets and investment partners on diverse global projects.</p>	<p>Complete</p>	<p>October 2014 to February 2016</p>

<p><b>German International Development Cooperation (GIZ), Nairobi</b></p>	<p><b>Financial Services Officer</b> I worked in the financial controller's office. I was involved in budget preparation, reconciliation of funds, preparation of grantdocuments, and general finance duties</p>	<p>Complete</p>	<p>January 2014to September 2014</p>
<p><b>Kenol-Kobil Petro- station</b></p>	<p><b>Pump Attendant/ Night Supervisor</b> During my university years, I worked part-time at a service station for three years. In this role, I handled receiving supplies, inventory and stock management, stock replenishment during night shifts, compliance and safety, and reporting and documentation.</p>	<p>Complete</p>	<p>March 2011 to September 2013</p>