

Kelvin G. Kamau

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Profile: Experienced development impact professional with over seven years of experience in designing and managing impact measurement frameworks for market systems-focused projects, across diverse sectors. Passionate about developing data-driven solutions for transformative and sustainable economic growth in Africa. Demonstrated expertise in impact investing and advisory. Proven track record managing program evaluations leading to improved strategic investments and operational efficiencies. I am keen to leverage my expertise in optimizing evaluation processes and driving data-driven improvements geared towards ensuring sustainable impact.

Work experience.

**Senior Analyst, Impact Advisory,
Samawati Capital Partners, Nairobi.**

Jan 2024 - to date

Samawati Capital Partners is an investment and impact advisory firm focused on enabling high growth businesses in Sub-Saharan Africa to access optimal capital and capacity, transforming them into catalysts for sustainable growth and development.

- Program management: Leading the monitoring and reporting of the donor program business development and transaction advisory mandates, ensuring streamlined data collection and analysis processes.
- Advisory and research: Steering technical advisory and research initiatives, including conducting market assessment, feasibility studies and landscape assessments, delivering strategic insights to clients, focusing on accurate data collection and analysis.
- Transaction advisory: Supporting Samawati's donor-subcontract investment and impact mandates by providing investment readiness, transaction advisory, and deal support, leveraging robust data management practices.
- Investment advisory support for Samawati's fund mandates: Supporting the investment advisory team in deal origination, screening, reviewing of concept notes and IC papers for key investment advisory mandate, using diverse softwares for data management and analysis to maintain focus on impact-driven results.
- Funds, grants and investment vehicle design and advisory: Providing strategic support to impact-oriented investors, fund managers and non-profits on the structuring and set-up of innovative funds and investment vehicles.
- Technical assistance initiatives for Financial Institutions: Delivering targeted technical support to local and regional financial institutions in key sectors including renewable energy, financial inclusion, health, education, food and agribusiness, utilizing effective data analysis techniques to catalyze sustainable financing.
- Partnerships, business development and relationship building: Supporting diverse business development strategies, including cultivating relationships with investors and partners, and responding to strategic procurement opportunities (EOIs and RFPs), as well as developing and executing technical and financial proposals.

**Analyst - Monitoring, Evaluation, Research and Learning,
Gatsby Africa, Nairobi.**

Apr 2022 - Dec 2023

Gatsby Africa is a funder-implementer focused on accelerating inclusive and resilient economic growth in East Africa by demonstrating how key sectors can be transformed. The USD 1 million livestock program aims to modernize the meat industry by creating innovative business models that improve the involvement and returns of the different players along the livestock value chain.

- Designed and implemented a comprehensive data-driven measurement framework to measure the impact of the livestock program, effectively integrating gender and climate metrics to enhance data accuracy and reporting transparency.
- Conducted extensive research on industry best practices and commissioned tailored evaluation tools to assess the efficacy of various livestock interventions, resulting in a 30% reduction in ineffective strategies.
- Led the implementation of innovative business models within livestock supply chains, managing the operationalization of SMEs and optimizing commercial efforts using thorough data collection and analysis for strategic insights.
- Conducted financial, economic and stakeholder analysis of the Kenyan livestock sector to inform design and implementation of inclusive interventions.
- Developed knowledge and learning materials for both internal and external audiences and supported dissemination efforts through structured data management practices and tools.

**Monitoring, Research and Evaluation Specialist,
Kenya Markets Trust, Nairobi.**

May 2020 - Mar 2022

Part of the M&E team responsible for ensuring effective application of the results measurement framework and end of programme reporting for Kenya Market Assistance Programme (KMAP) - a 5-year, USD 30 million programme funded by DFID (now FCDO), Gatsby Foundation and Netherlands Embassy, with Kenya Markets Trust (KMT) as the main implementer.

- Led the development of results measurement frameworks against revised sector strategies for the water, agricultural inputs, and livestock programmes. This entailed creating interventions' logic, results chains, measurement plans, indicators, assumptions, clearly defined attribution strategies and projection of key results and activities.
- Devised a performance tracking database that monitored key project indicators and milestones, enabling

timely identification of potential roadblocks, and collaborating with the programme teams to promptly implement corrective measures that ensured optimal utilization of resources.

- Implemented a data visualization system that demonstrated the programmes' impact, resulting in increased stakeholder engagement and securing additional donor investment.
- Integrated monitoring and evaluation components into all projects, increasing program effectiveness by 30% and reducing duplication of efforts.
- Assessed the impact of completed projects in liaison with programme teams, identifying best practices and areas for improvement that were effectively communicated to all stakeholders through detailed reports.
- Aggregated and analyzed data during the end of program reporting to identify key trends and insights, contributing to a more comprehensive understanding of program outcomes.

**Intervention Specialist,
Kenya Markets Trust, Nairobi.**

Jul 2018 - Apr 2020

Undertook continuous training on the Market System Development approach with a focus on the water, agricultural inputs, and livestock economic sectors, in the implementation of the Kenya Market Assistance Programme (KMAP).

- Developed, rolled-out and managed the programmes' results measurement frameworks.
- Created elaborate data models on the economic impact attributed to programme interventions and positioned the programme to achieve the targeted contribution of 5% increase in Agricultural Gross Domestic Product (AGDP).
- Implemented a dynamic KPI tracking system that improved the accuracy of reporting by 80% and reduced reporting time by 50%, resulting in more timely analysis of program progress toward targets.
- Conducted comprehensive data analysis of sectoral data, generating reports that informed the development of inclusive interventions resulting in an increase in program effectiveness.
- Analyzed impact assessment surveys data to determine the effectiveness of programs, resulting in actionable recommendations for enhancing programme effectiveness.

Analyst,

Dec 2017 - Jun 2018

Eagle Africa Insurance Brokers Ltd., Nairobi.

- Assessed the risk of potential eventualities, analyzed the financial cost of the risks, and advised on the pricing of various life assurance products.
- Derived data-driven insights from customers' behaviors and preferences through market trends analysis, enabling the company to tailor its life insurance product offerings to better meet customer needs.
- Improved efficiency by implementing a streamlined communication process, resulting in a 20% reduction in response time from service providers. Oversaw routine correspondence between clients, insurers, fund managers, custodians, and other service providers.
- Led in ensuring timely compliance of the pension schemes to the Retirement Benefits Authority's requirements.

**U.S Commodity Futures Market Analyst
Futures First Ltd., Nairobi.**

Nov 2015 - Apr 2016

- Conducted in-depth analysis of global financial markets, identifying emerging trends and patterns that informed the development of new investment strategies.
- Traded in U.S commodity (soybeans) futures and options.
- Analyzed market data to uncover insights and identify key opportunities to inform strategic decisions.

Education and Qualifications

**Master of Science in Statistics,
The Catholic University of Eastern Africa.**

Sep 2023 - Dec 2025

**Bachelor's in business science, Actuarial Science,
Strathmore University.**

May 2013 - Jun 2017

**Certificate in Financial Mathematics,
Institute and Faculty of Actuaries.**

Dec 2013 - Jun 2014

**Certificate in Data Science,
iLab Africa.**

Dec 2018 - May 2019

**Certificate in Business Management,
African Management Institute.**

Feb 2020 - Jun 2020

**Certificate in Data Science for Business,
Harvard Business School.**

Oct 2022 - Dec 2022

Other Courses Taken

**Impact Measurement and Management Training,
United Nations Development Programme (UNDP)).**

Jul 2024

Planning, Monitoring, Evaluation, Accountability and Learning Programme,
Strathmore Business School.

May 2021 - Jun 2021

Facilitation and Results Measurements Training,
Devlearn.

Feb 2021 - Apr 2021

Business Development Services (BDS) Training,
Business Development Services Donor Coordination Group (BDCG).

Nov 2018

Additional Information

Languages: English (fluent), Swahili (Fluent), Spanish (basic). **Interests:** Volunteering, literature, swimming.

References

Academic referee

Dr. John Olukuru, PhD - Head of Data Science and Analytics, Strathmore Business School - jolukuru@strathmore.edu - (+254) 788356663

Professional referees

Elvis Karanja - Regional MEL Advisor, Farm Africa. - elviskaranja@gmail.com - (+254) 713900005

Miriam Mulei - Senior Manager, Gatsby Africa - mirriam.mulei@gatsbyafrica.org.uk - (+254) 728893405

Samuel Ndonga - Director, Samawati Capital Partners - s.ndonga@samawaticapital.com - (+254) 732905967