

NJERI LUCY K.

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Professional Summary

Seasoned and value-driven executive leader with over 18 years of multi-disciplinary expertise. Proven ability to lead multiple projects, develop and implement strategic business solutions, and manage diverse stakeholder relationships. Expertise in business strategy, organisational development, investor readiness, and multicultural engagement, with a demonstrated record of success in partnership coordination and operations management. Seeking to leverage extensive experience in a Senior Project Leader or Technical Assistance role to drive impactful, scalable and sustainable solutions for businesses and development partners across Africa. Member of International Coaching Federation.

Competencies

Business Strategy	Impact monitoring
Instruction design and delivery	Corporate Management
Organization Development	Team management and Coaching
Operational project excellence	Investor management and readiness
Portfolio and partnerships management	Multicultural business

Work Experience

Cluster Head – Technical Assistance | WYLDE International, Nairobi | 2021 – to date

- ✓ Spearheaded regional business growth initiatives, supporting access to finance for grant values from USD 5,000 for SMEs, varying debt funding for growth stage, and facilitated strategic partnerships.
- ✓ Led and managed cross-functional teams in providing technical assistance, process alignment, and training to enhance operational efficiency across East African countries.
- ✓ Designed and implemented strategic business solutions to address client challenges and accelerate business development for over 300 businesses
- ✓ Drove business model validation and organisational culture development, resulting in improved market positioning for membership organisation with over 1000 members.
- ✓ Fostered stakeholder synergies, cultivating sustainable global relationships and expanding business networks across sectors like agribusiness, blue & circular economy, climate, and land restoration.
- ✓ Created post disbursement intervention curriculum for supporting SMEs receiving over USD 100,000 debt for working capital and market access technical assistance in creative industry.

Lead Consultant | Lucie Consultancy Paris, Nairobi | 2016 - 2021

- ✓ Led Strategy Training and Business Coaching: Delivered strategy training to SMEs at various stages, enabling them to scale and improve business efficiency, resulting in a 20% increase in client business growth and improved access to funding.
- ✓ Coached Entrepreneurs in Strategy and Life Skills: Provided coaching and advisory services to nascent entrepreneurs, including Kidato Online School and Good Kenyan Foundation, improving business strategy execution and life skills.
- ✓ Designed Hybrid Entrepreneurial Training Programs: Collaborated to design and deliver hybrid entrepreneurship training programs, combining business advisory and life skills components. These initiatives resulted in a 30% increase in the participants' business growth and operational improvements.
- ✓ Business Development for Regional Expansion: Managed business development efforts for local and regional portfolio expansion, generating new partnerships with Ujuzi Consultant and Ignite Trade Africa, which led to a 25% growth in regional client base.
- ✓ Supported Relocation and Transition of business clients: Assisted families and individuals with relocation in France, improving client satisfaction and successful transitions. Achieved a 90% client satisfaction rate based on feedback with successful integration of families in their new environment.
- ✓ Event Coordination & Networking for Career Development: Spearheaded event coordination for the International Dual Career Network (IDCN), achieving a 20% conversion rate in connecting job seekers with HR practitioners at each of the periodic events, supporting over 300 professionals in their career transitions.

Head of Program Co-ordination team | Executive Education, Strathmore Business School | July 2010 - April 2016

Key Contributions & Results:

- ✓ Led in process and procedure stream-lining and training and held acting position as Head of Open Programs team.
- ✓ Generated positive impact in ensuring seamless execution of executive skill development and the content delivery (teaching) aspect with a program rating of 90% for every program and learning event each year.
- ✓ Co-ordinated faculty within and across programs with a rating of 90% for every program and event run in each year.
- ✓ Developed and implemented quality control of departmental and institutional processes and procedures used to date in every representative office in East Africa.
- ✓ Grew revenue growth by 20% as a result of product redeployment across East Africa region by virtue of developed infrastructure.

- ✓ Fostered regional and international partnerships in East and West Africa as well as Western European countries. This broadened the international faculty bench thereby increasing overall program uptake by 10% annually and expanding product offering.
- ✓ Managed executive programs, out of which SBS gets repeat business which enabled a return of 30% profit for each of the programs run annually.
- ✓ Created and executed organisation culture training program to staff members, as well as life skills training sessions for undergraduate students.

Sinapis Trainer of Trainers | Acton Business School for SMEs in Kenya | 2013 - 2016

Key Contributions & Results:

- ✓ Equipping SME entrepreneurs with human resource knowledge and skills for their start-up organisations.
- ✓ Providing practical advisory assistance with set-up of HR functions suitable for their specific industries and seasons of businesses.
- ✓ Curating technical assistance for the enterprises. With every quarterly group, 3 businesses emerged to compete for seed capital from investors.

Training and Certifications

- ✓ COLEAD Gender mainstreaming in technical assistance August 2025
 - ✓ ITC Women in Digital Business training September 2025 technical assistance inception meeting
 - ✓ USAID/KIM Business Advisory Service Providers Program May 2023
 - ✓ WYLDE International African Business Coaching Program April 2023
 - ✓ GIZ/Integration Curriculum Development Skills – September 2022
 - ✓ Empretec Entrepreneurship Training Workshop for ESOs - October 2022
 - ✓ CEC ADELPHI/IKEA Circular Economy Catalyst for start-ups ToT – November 2022
 - ✓ Master in Business Administration (General Management), Strathmore Business School, 2014 - 2019.
 - ✓ Higher National Diploma in Human Resource Management, Institute of Human Resource Management, 2004.
 - ✓ Leadership Development (certificate) Program (SBS & MSH), Strathmore Business School, February - August 2013.
 - ✓ Bachelor of Arts in Sociology and Linguistics, University of Nairobi. 2001
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Publications

- ✓ Published author, contributor to the anthology '**How We Rise and Shine**'.
<https://bookstore.zionpearlpublishers.com/product/how-we-rise-and-thrive/>
 - ✓ Blog The Sojourner <https://njerilucerelocoach.wordpress.com>
 - ✓ 'Teenpreneur moneywise: Finances and the young people #HomeBizz publication by Kayana Cottage Industries
 - ✓ Life skills – An invaluable tool for Wealth Creation in the hands of the Youth; Sasakawa Fellows Workshop, Nairobi Kenya. January 2007 (unpublished paper).
 - ✓ *The Role of Education in Attaining MDGs*; UN Habitat GC21, MDG Town Youth Event, Nairobi, Kenya. April 2007 (unpublished paper).
 - ✓ Leadership and Career-Challenges and the available Opportunities, among the Youth in Kenya. Naivasha, Kenya. January 2006 (unpublished paper)
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Participation

- ✓ Master of Ceremonies (MC) in business and corporate events
 - ✓ Host of radio shows on business and topical issues
 - ✓ Participant of the Toastmasters Leadership and Public Speaking Club – Nairobi (United Kenya Club) and Paris (OECD) with leadership opportunities.
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Affiliations

- ✓ Member of International Dual Career Network (IDCN) Paris event team member with leadership opportunities.
 - ✓ Member of International Coaching Federation – Member badge
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Referees

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