**CURRICULUM VITAE**

**VINCENT OLUOCH ODHIAMBO**

**Contact number:** +254728268568

**E-mail address:** vodhiambo1987@gmail.com

**Postal address:** P.O. Box 726-50200 BUNGOMA

**Languages:** English, Kiswahili

**Date of Birth: 12/09/1987**

**Marital Status:** Married

**PERSONAL PHILOSOPHY:**

I am a strong believer in putting clients, and client relationships, first. This is a long term game, and only by consistently looking after our clients will we ever be successful.

**TECHNICAL EXPERTISE:**

* Capital raising
* Financial modeling/Analysis
* Global business formation
* Small business banking/SME/MSME lending
* Housing and household finance, mortgages
* Enterprise development and business support services
* Capital structuring/strategy

**CURRENT LOCATION:**

Nairobi, Kenya

**PROFESSIONAL EXPERIENCE IN THE FOLLOWING COUNTRIES:**

Nigeria, Ghana, Tanzania, Uganda, south Africa, Kenya, Malawi, Mauritius and Zambia

**EDUCATION:**

Bachelor of Business Administration (BBA) Accounting Major, University of Eastern Africa Baraton-Kenya

Associate Degree in Finance, University of Eastern Africa Baraton-Kenya

**CAREER-DEFINING EXPERIENCES:**

Established and grew a loan and financial consultancy firm based in Kenya offering a single place for consumers to apply for loan and credit.

**Jan 2017-Present:**

***Analyst* –MN-Capital Africa-South Africa**

* Support managing partners and Investment Committee members.
* Undertake financial modeling including sensitivity analysis to support potential investment opportunities or any other financial analysis required.
* Prepared investment reports for the IC
* Prepare portfolio reports for the IC and limited partners
* Support fund raising activities and prepare and present company profile.
* Support overall fund set up
* Work with Environment and social consultants to prepare projects E&S impact report
* Establish and maintain relationship with industry, trade and professional organizations to enhance visibility of the firm and its portfolio companies in the market place

**Sept 2015- Dec2016:**

***Bank Officer*-Diamond Trust Bank -Kenya**

* Generated revenues by marketing and selling deposit accounts, loans, lines of credit to our small business clients.
* Analyzed financial needs for clients and potential prospects, utilizing competitor's bank statements, phone interviews to close deals.
* Prepared customized sales proposals.
* Built and cultivated strong partnerships with internal partners.
* Conducted needs based consultative sales meetings with prospects, including business owners, CEOs and other decision makers.
* Originated commercial and personal loans and ranked in top in revenue

**August 2013-August 2014:**

***Freelance Consultant*-Healy Consultant-Dubai**

Effectively pursued, qualified, and closed new prospects with focus on customer specific requirements on the global business formation services.

Through internet search engines, accumulated in a quality database the email addresses of key personnel in companies within Africa countries. Such as CEOs and decision makers.

**REFEREES:**

1.**Mr. Mansur Nuruddin**

Managing Partner

MN Capital Africa Advisors
Johannesburg, South Africa
Office: +27 (0) 10 003 0217

**E-Mail**: mansur@mncapital-africa.com

Web: [www.mncapital-africa.com](http://www.mncapital-africa.com)

**2. Mr. Seth Ochieng**

Client Engagements Manager

Cell/ WhatsApp: +971 55 967 0125

E-Mail: seth@healyconsultants.com

[Dubai office](http://www.healyconsultants.com/contact-us/dubai-office/location/?utm_source=signature&utm_medium=email&utm_campaign=uae_office)

 [www.healyconsultants.com](http://www.healyconsultants.com/?utm_source=signature&utm_medium=email&utm_campaign=website)

3. **George Lala**

Business Consultant

Kenya Commercial Bank

Email: glala@kcb.co.ke

Phone:254723462660

[www.kcb.co.ke](http://www.kcb.co.ke)