

# Christopher Kahuthu Koori

Christopher is an illustrious career person with experience in a cross section of industries/sectors. Results oriented through Strategy and Strategy Execution with capacity to stretch from Boardroom Level Strategic Planning to ground work activities.

## Summary

A professional with deep practical skills and experience in organizations management. A broad experience in resources management. Ability to proactively challenge and drive diverse organization agenda, by providing needed coordinated support, guidance, and insights to organization objectives.

I have led in and advised broadly in multiple sectors including retail business on strategies, financing modeling, credit/portfolio management, product and process innovations, finances and investments. I have excellent abilities to structure and undertake enterprise solutions for M&SMEs and Large enterprises, financing solutions for debts, impact, equity, mezzanine and blended funds for a wide range of enterprises.

Wide knowledge in aspects internal and external policies ranging from finance, marketing, operations, human resources etc.

## Skill and Experienced in:

- |  |                                       |
|--|---------------------------------------|
| . Finance and Accounting                   | . Operations Management               |
| . Working Capital Optimization Strategies  | . Assets Management                   |
| . Payables Management                      | . Management Reporting                |
| . Sales Management                         | . Internal Controls Policies          |
| . Treasury Management                      | . Statutory Management & Compliance   |
| . Procurement management                   | . Organization System set up guide.   |
| . Inventory Management                     | . Personnel Management Guide          |
| . Audit Management (Internal and External) | . Stakeholder Relationship Management |
| . Trainings                                | . etc                                 |

## Successful Projects.

- Funding negotiations with the banks for clients
- Loans restructure negotiations with banks for clients
- Efficiency in operations and controls through technology enhancement eg vehicle surveillance and fuel monitoring systems, ecommerce platforms creations, controls policies updates etc
- Actively involved in acquisition (through Equity Partner Investor) of two supermarkets which is now the second largest in Kenya.
- Alignment of other smaller supermarkets into profitable path.
- Good trainer to enhance human resource capacity and performance.

- Business start ups
- Systems implementation set ups eg Odoo ERP, Buiddesk (for real estate developers), Loandisk (for credit lending), Buildium (for properties management), Workpay (for Hr management) etc

### **Other Personal initiative**

1. Currently working with a team of programmer to develop a modern trade procurement management program that will help achieve better working capital management efficiency.
2. Working towards initiating retail management units in the business curriculum studies

## **Experience**

### **Tillows Global Holding (Jan 2022 – to date)**

#### **Position: Group Chief Finance and Operations Officer: Nairobi Kenya**

Tillows Global is a holding entity to a group of companies in different industries including;

- i. Mint Villas Housing Ltd – Affordable homes real estate development and trading.
- ii. Rogerstone Properties Ltd – Residential rentals
- iii. Mint Hub Ltd – Office space letting.
- iv. Mint Credit Ltd – Small loan advances
- v. Downtown bets/Fantasy44 – Betting and gambling

My roles cuts across the various business finance and operational needs including

- Business concept development and performance optimization
- Policies developments and alignment with the current and future goals.
- Funds planning for various needs in all entities
- Resource planning including needs identification, sourcing, deployment, coordination, monitoring, rewarding etc
- Human capacity enhancement and motivation
- Financial reporting
- Regulatory compliance checks
- Environment scanning through trend and analysis, competitors' activities, political activities etc and how they may affect the business performance.

### **Afrinova Consulting Ltd: (July 2017 - December 2021 (4 years 6 months)**

#### **Position: Business Advisory Technical Lead; Nairobi, Kenya**

Afrinova Consulting Ltd is a Consultancy firm majorly involved in Business Advisory Services. Its registered in Kenya working in conjunction with other consultants and business owners on

business strategy formulation and implementation, business turnaround, Internal Control Systems, restructuring, Corporate Governance guide etc

My role has been to lead the teams on technical and operations matters. I have lead several teams in various industries like Modern and General Trade (Retail Supermarkets and Wholesale/Distribution Trading).

### **Key Deliverables**

- Preparation of clients firms for Investors Partners ready
- Aligning the firms to compliance with the industry regulatory standards
- Uplifting the staff capacity to the latest industry practices
- Management of various stakeholders with various interest within the organization.
- Alignment of resources to optimize the results with least cost.
- Coach/Train and motivate the staff members
- Coordination of various activities happening within and outside the organizations (both vertical and horizontal)

### **Posh Auto Body EA Ltd – (April 2015 - May 2017 (2 years 2 months))**

#### **Position: Finance and Administration Manager; Nairobi, Kenya**

Posh Auto Body EA Ltd is a modern auto garage with European concept of auto servicing and repairs. It's equipped with latest state of art tools and equipment's including diagnostic software's with high level of repairs precisions and efficiency.

#### **Responsibilities**

- Manage all accounting operations including Billing, A/R, A/P, GL and Counsel, Cost Accounting, Inventory Accounting and Revenue Recognition
- Coordinate and direct the preparation of the budget and financial forecasts and report variances
- Prepare and publish timely monthly financial statements
- Support month-end and year-end close process
- Ensure quality control over financial transactions and financial reporting
- Manage and comply with government reporting requirements and tax filings
- Develop and document business processes and accounting policies to maintain and strengthen internal controls
- Audits preparation both internal and external.
- Ensure the needs of staff/office are addressed including logistics planning.
- Assist in immigration matters for the expats.
- Assisting the Group Human Resource on HR matters relating to the company.

#### **Key Achievements**

- Involved in the drafting and overseeing the 3 years blueprint strategic plan implementation for the company.

- Setting up the finance structure including the financial system.
- Drafting of administration and human resource policy

**Aggreko Kenya Energy Rentals Ltd - (Nov 2012 - Mar 2015 (2 yrs 5 months)**

**Position: Senior Financial Accountant - EA Region; Nairobi, Kenya**

Generators Rental Services

**Responsibilities:**

- Preparation of Monthly P&L and Balance sheet Reconciliations.
- Preparation of monthly management standard reports including report to management on actual vs. budget variances, and the reasons for those variances.
- Contact person by the bank, auditors and regulatory authorities in finance matter.
- In charge treasury controls and procedures.
- Ensure compliance and proper implementation of contracts.
- Ensure adherence to authority regulations in East Africa.
- Support the East Africa Sales team in terms of debtor's policy adherence.
- In charge Audit both internal and external.

**Aggreko Uk Ltd (June 2009 - October 2012 (3 years 5 months)**

**Position: Chief Accountant; Uganda Kampala**

World Bank funded project under Uganda government of 100MW thermal power.

**Responsibilities:**

- Ensure treasury functions are fully adhered to eg cash forecasting, operation support, investments etc.
- Ensure internal controls and reporting formats are duly followed.
- Liaising and reporting to head office (Dubai) on management reports.
- Fixed asset register maintenance and update.
- Ensure compliance with local statutory regulatory, World Bank & Company reporting requirements.
- Coordinating with other departments in providing them support.
- Supervision of department staff members. Projects
- Introduced and implemented procedures and controls for purchases, invoicing, payroll, cash and cheque/EFT payments.
- Introduced payroll in a payroll memory software from Excel worksheet.
- Introduced monthly management reports including monthly profits and loss analysis which assist managers to put checks on areas where costs are high.

**Associated Battery Manufacturers (E.A) Ltd (Nov 2006 - May 2009 (2 yrs 7 months)**

**Position: Financial/Cost accountant; Nairobi, Kenya**

Auto Car Batteries (Chloride Exide Batteries) manufacturing

### **Responsibilities**

- Management of fixed asset register.
- Preparation of management accounts.
- Preparation of internal and external audits.
- Reviewing of payment vouchers.
- Supervision of account staff.
- Stock valuation and analysis.

### **Successful project**

- Kaizen project implementation inventory management - This entails a modern based way of planning, requisition, storage and usage of raw materials and consumables without interruptions in production.
- Online operations in production - Involves real time data capture in the system. Main goal being the use of production system for planning and being able to make quick and timely decision by the management.
- ISO procedures for finance department - The documentation of standard working procedures including, payroll, cash receipts and payments, receiving of materials and harmonizing the some with other departmental standards.

### **C.Dorman Ltd (August 2004 - October 2006 (2 years 4 months))**

#### **Position: Financial Accountant**

Coffee Processing Company (Both Local and for Export)

#### **Responsibilities**

- Fixed assets register.
- Responsible for the preparation of Journal vouchers and postings.
- Management accounts preparation.
- Conduct random checks to confirm cash count against petty cash records.
- Bank agent.
- Review cheques payment requests vouchers before cheques are prepared.
- Inventory management; inventory controls and valuation.
- Prepare quotations for export sales
- Preparation of VAT and KBS levy returns

### **Education**

#### **Kenya Methodist University (2019 – to date)**

Doctor of Philosophy - PhD,

Business Administration, Management and Operations

(Currently working on the project)

### **Kenya Methodist University (2014 – 2018)**

Master of Business Administration (M.B.A.),  
Masters in Strategic Management.

### **KASNEB (CCP) K**

Certified Credit Professional (CCPk), Credit Management · (2009 - 2011)

### **KASNEB (CPA) K**

Certified Public Accountant, Accounting and Finance · (2001 - 2006)

### **University of Nairobi**

Bachelor of Arts (B.A.), Economics major and Sociology minor · (1999 - 2003)

### **Professional Body Membership**

1. Institute of Certified Public Accountant of Kenya - R/6869
2. Institute of Commercial Management Kenya - MICM/22/175

### **Publications**

Dairy Agribusiness Strategies and Performance of Farmers in Selected Counties in Central Kenya

### **Other Leadership and Volunteer Activities**

1. Board of Management Member – St Ann Secondary School
2. Board of Management Member – Githunguri Primary School
3. Committee Official and Member – Githi Humanity Forum
4. Choir Member – St Mark Catholic Church

### **Referees**

1. Rodger Ndung'u – Chairman Tillows Global Holding - [rodger@tillowsglobal.com](mailto:rodger@tillowsglobal.com) - +254705378676
2. Prof Patrick Ngumi - CEO Afrinova Consulting Ltd - [patrick@afriNova.co.ke](mailto:patrick@afriNova.co.ke) - +254725407755
3. Peter Gachoka - Director, Accounting & Tax at West Indian Ocean Cable Company Ltd (WIOCC) - [pmgachoka@gmail.com](mailto:pmgachoka@gmail.com) - +254 722 992430