

# Kennedy T. Francis

[tembokennedy@gmail.com](mailto:tembokennedy@gmail.com);

Mobile+254733431315 / +254721307626

P.O Box 72438 – 00200 Nairobi

Skype: tembokennedy

## PERSONAL STATEMENT

---

Kennedy is an adaptable and innovative engineer with over 15 years' experience in business development, business process improvement, ERP systems, creating cost efficient designs and processes in Consultancy, service oriented and manufacturing environment.

### Technical Skills

---

- o SAP /ERP
- o MS Office
- o Microsoft Project
- o AutoCAD

### Certificates

- o Energy Management.
- o Sustainable Business Strategy.
- o Finance for Non Finance Managers.
- o Sales and Marketing .
- o Project Management Professional.
- o Performance Management.
- o Training of Trainers.
- o Business process Mapping for SAP implementation
- o Human Resource Management for Non Human Resource Managers.
- o Occupational Health and Safety.
- o First Aid.

### Memberships

- o Engineers Board of Kenya G4794
- o Institute of Engineers in Kenya G3886

## EDUCATION

---

- University of Nairobi MSC-Energy Management
- Jomo Kenyatta University of Agriculture & Technology  
MBA- Strategic Management
- Moi University  
B. Tech (Hons) Mechanical Engineering
- KCSE; Ribe High School

## **EMPLOYMENT HISTORY**

---

### ***Country Director – Implex Engineering Company Limited***

***January 2024 to date***

1. Setting strategic goals and making decisions for operational activities to drive the overall growth and profitability of the company.
2. Planning and monitoring the day-to-day operations to ensure efficient and effective functioning.
3. Supervising and managing staff from different departments to ensure seamless collaboration and coordination.
4. Evaluating the efficiency of existing business procedures and implementing improvements to optimise productivity.
5. Managing the procurement process and ensuring the timely delivery of services and products.
6. Reviewing financial information to make informed decisions and enhance profitability.
7. Developing long-term operational strategies and aligning them with the broader business objectives.
8. Establishing and maintaining metrics and standards to measure the company's overall efficiency and effectiveness.
9. Communicating policies and directives to managers and staff and fostering a culture of continuous improvement.
10. Identifying ways to enhance customer service and satisfaction, ensuring a positive experience for clients.
11. Managing risks effectively and implementing measures to mitigate potential threats.

### ***Aftersales Manager (Sales, Aftersales and Projects) Manager (Home Comfort Division)- Robert Bosch GMBH (January 2018 to December 2023)***

#### **Responsibilities**

1. **Market Analysis:** Conduct thorough research and analysis of international markets to identify potential customers, competitors, and emerging trends.
2. **Customer Engagement:** Build and maintain strong relationships with existing and prospective clients through regular communication, product demonstrations, and presentations.
3. **Technical Consultation:** Provide technical expertise and support to stakeholders by understanding their requirements and recommending appropriate solutions.
4. **Proposal Development:** Prepare comprehensive proposals, including pricing, technical specifications, and terms of sale, tailored to meet the needs of each customer.
5. **Negotiations:** Negotiate contracts and agreements with customers to ensure favorable terms and conditions for both parties.

6. **Sales Strategy:** Develop and implement sales strategies and tactics to achieve revenue targets and expand market share in assigned territories.
7. **After-sales Strategy:** Sustain and grow customer support

***Project Manager (Business Development & Quality Assurance)- Engineering  
Resource Consulting Ltd (January 2016 to December 2017)***

**Responsibilities**

1. Design, installation/Supervision and commissioning of mechanical engineering systems (Solar PV, Thermal and HVAC).
2. Project Management of projects.
3. Quality Assurance & Control of Systems.
4. Safety lead in projects
5. Presentation of proposal to clients
6. Feasibility study of projects.
7. Due-diligence study of projects

***Manager (Operations & Sales) - Mabati Rolling Mills (July 2011 to December 2015)***

**Responsibilities**

1. Work in partnership with the Business Head to plan and formulate the CCL strategy in collaboration with the leadership team and Board of Directors.
2. Coordinate and drive the annual operations plan and annual budget to support the strategic direction set by the Board.
3. Oversee the CCL Financial, Commercial and Operations divisions, including strategy development and day-to-day delivery.
4. Motivate and lead a high-performance leadership team to consistently achieve sales, profitability, cash flow targets and all business objectives.
5. Organize and communicate key administrative, financial and operational activities for review and approval with the Business Head.
6. Develop and implement regular reporting (to be shared with the Board) on key metrics and success factors to determine the effectiveness and efficiency of the operating conditions.
7. Provide a strong day-to-day leadership presence across the company and strengthen the organization culture and values among all staff.

***Senior Engineer Mabati Rolling Mills Ltd – (January 2008 to June 2011)***

**Responsibilities**

1. To manage production planning, scheduling and coordination of production to meet coils sales order requirements at target levels.

2. To create, track and report on the production work in progress status of material against orders and forecast.
3. Manage inventory across the organization including reworking or salvaging of seconds and scrap processing.
4. Draw Master Plan / schedule to establish Sequence and lead times for each operation to meet shipping dates according to sales forecasts and customer orders, monthly, weekly, daily.
5. Analyze production specifications and plant capacities and prepare schedules for production of goods.
6. Plan and schedule workflow for each unit to meet sales order requirements and lead times.
7. Liaise with line managers to expedite operations that delay schedules and alter schedules to meet unforeseen conditions.
8. Monitoring progress of work, inventory levels and production problems and liaise
9. with line managers to initiate corrective action on issues that may delay shipments.
10. Production planning, scheduling, and coordination of manufacturing process activities to ensure smooth production and shipment of goods to meet customer requirements in an efficient and timely manner.
11. Confer with line managers and liaise with other departments in supply chain network including Procurement and Customers to develop the master schedule for the production of goods, including total number of customer orders and commitment deadlines, inconsideration of product specifications and manufacturing capacity.
12. Coordinate and expedite the flow of information, work and materials within or between departments of the organization according to production, work, shipment schedules and capacity leveling.
13. Prepare and circulate production reports and report performance to schedule adherence.
14. Keep demand and supply issues/ challenges in check & the sales team informed of progress

***Assistant Engineer - Mabati Rolling Mills Ltd (November 2005 to December 2007)***

Roles:

1. Inventory Management
2. Plant Maintenance and production management
3. Store Operations Opening or Closing Shifts.
4. Managing shift Crew
5. Quality steel products Production
6. Safety and Security leader

7. Scheduling of production and maintenance
8. Training of technicians & operators

#### **PERSONAL INTERESTS**

---

Traveling | Reading | Listening to music | Visiting The Less  
privileged in society

---

#### **REFERENCES**

1. Stephen Olieka  
Group Human Resources Director, AAR Group  
P.O Box 271-00204, Athi River  
Email: solieka@yahoo.com or solieka@gmail.com. Tel: +254 722 332967
2. Eng. Martin Tsuma  
Managing Director, Coast Water Development Agency  
P.O BOX 10837 – 00100. Nairobi Tel: +254721545497  
Email:mctsuma@gmail.com
3. Eng. Henry Rotich  
Head of Projects, Virunga Power ltd  
P.O BOX 72438 – 00200. Nairobi Tel:+254720986862  
Email: henry.rotich.hr@gmail.com