

CURRICULUM VITAE

1. Family name: NYIRENDA
2. First names: MODESTA
3. Nationality: ZAMBIAN
4. Country of Residence: BOTSWANA
5. Contact details: 00267-71598171, modesta@mnzconsult.com

6. Education:

Institution [Date from - Date to]	Qualification obtained:
University of Suffolk	MBA (Currently pursuing, not obtained)
University of Liverpool	Post Graduate Diploma – International Business
Manchester Metropolitan University	Diploma in Computing
University of Zambia	BA in Political Science and Public Administration

7. Language skills: (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
English	1	1	1
French	5	5	5

8. Membership of professional bodies:

- Alumni: Ashoka Zero Project Impact Transfer 2019
- Laureate: Africa Forum: 100 Innovations for Sustainable Development 2013
- Member: International Institute of Business Analysis (IIBA)
- Member: CMC-Global Institute (ICMCI-GI)

9. Specialisation

Business Development, Organisational and Strategic Planning (SME, SMME)
Business Performance Management
Capacity Building, Mentoring and Training
Project Management and Strategy

10. Present position: Senior PSD Consultant

11. Key Skills:

MS Office: Excel, PowerPoint, Word; Intuit QuickBooks
Meeting/Conferencing: Cisco WebEx, MS Teams, Zoom

12. Specific experience:

Country	Date from - Date to
Botswana	1995 - Current
Zambia	1990 - 1994

13. Professional experience (Formal employment and Assignments/consultancies)

Period	Employing organization and your title/position. Contact information for references	Country	Summary of activities performed relevant to the Assignment
Sept 2021 - Apr 2022	<p>Africa RISE (Reform for Investment and Sustainable Economies) / Senior PSD Consultant</p> <p>Dr Agapitos Hatzipetros (Assignment Team Leader)</p> <p>ASCA Group</p> <p>Email: agapitos@ascagroup.co</p> <p>Tel: +268 768 540 70 (Home No)</p> <p>Tel: +267 769 237 76 (WhatsApp)</p>	Botswana	<ul style="list-style-type: none"> Gather data on the building blocks of a possible digital package Identify and propose options for a possible Implementing Organisation/s [IO] “the Host of the e-platform/ Digital package”. Develop a measurement plan with metrics and targets to measure the success of the digital package Gather data to estimate the cost for implementation of the Digital business package, including the maintenance costs. Liaise with the successful Developer to support and guide the Developer in the development of the Digital business package. Prepare the Plan for the implementation of the pilot of the digital package, and work with the Developer to support the implementation of the pilot. Support the Team Leader with all the outputs and activities listed in TORs.
Nov 2013 - current	<p>MNZ Consulting Pty Ltd, Management Consultant / Manager</p> <p>Godfrey Mwewa (CEO)</p> <p>Bytesize College</p>	Botswana	<ul style="list-style-type: none"> Business management and administrative support through implementation facilitation, implementation and coaching. Augmented by training in business planning, strategy and operational support. Build and lead effective and high performing cross-functional teams in the analysis/evaluation,

	<p>3903324 / 3907270 / 72794100</p> <p>Susan Tasiya (CFO)</p> <p>The Dialogue Group</p> <p>+267 395 7561 (Tel) +267 396 7564 (Fax)</p>		<p>development, and management programs and systems development processes.</p> <ul style="list-style-type: none"> • Evaluate the performance and effectiveness of existing business models and systems. After extensive analysis, set priorities to solve complex problems. Oversee the implementation of prioritized business processes that are aligned to overall organizational objectives. • Lead, mentor and drive core teams to establish clear objectives and deliverables for each program as well as perform and meet or exceed outlined objectives in areas of cost and quality, delivered across service offerings. • Establish working relationships and use effective communication skills to interact with senior management, teams, internal and external clients.
<p>2012 -2013</p>	<p>The Business Place Botswana, Senior Consultant, Program Management</p> <p>Boitumelo Marumo-Mthupa</p> <p>Centre Manager</p> <p>P.O.Box 502865, Gaborone</p> <p>Tel: 3170700 M: 71454138</p>	<p>Botswana</p>	<ul style="list-style-type: none"> • Supported the entrepreneurship support program which included start-up facilitation and business development, design and delivery of entrepreneurship training programs and the coordination of business sector research for the organization. • Core role as a business performance management consultant, applied strong business acumen, technical expertise, and personal skills (leadership, organization, planning, influence and negotiation skills, strong written/verbal communication and executive presentation skills) to achieve objectives. • Supervised the business coaching and mentorship team supporting clients by providing specialist advice and expertise; solving issues, creating value, maximizing growth and improving business performance. • Business administrative responsibilities also included creating local and international business linkages for clients, facilitating market research and

			<p>business development action plans for individual clients through mentorship and hand holding processes.</p> <ul style="list-style-type: none"> • Also actively participated in implementing the Business Place's strategic growth plan. This entailed stakeholder engagement and management, partnership building across regional and international networks and managing these relationships to support the organization's objectives; interacting with a range of stakeholders: government ministries, international organizations, private companies and community organizations / local NGOs.
2001 - 2011	<p>Godisa Technologies Trust, General Manager</p> <p>Richard Blake (Trust Vice Chair)</p> <p>P.O.Box 34, Lesetlhana Ward Otse Botswana</p> <p>Tel: +267 5337474</p>	<p>Botswana, Mali and various short-term assignments</p>	<ul style="list-style-type: none"> • Efficiently managed Godisa's development by establishing and implementing management, human resources, operational, administrative and financial management systems; developing the Trust's strategic and management planning documents. • Established and managed procedures and systems and led the organization in implementing the QMS that are now ISO certified. • Ensuring company's maximum exposure of the Trust by developing and implementing robust marketing strategies and designing marketing tools as required. • Led critical market research launching a non-traditional product onto the international market; evaluating the most appropriate market channels for product, finding distributors and negotiating agreements with strategic social and commercial partners. This role also entailed participation in international and local exhibits and tradeshow and driving social marketing efforts. Gained field testing experience by designing and implementing a market assessment program

			<p>focused in Kenya and Mali; conducting sales missions and setting up long term goals with partners in Africa like AMASOURD collaboration with WUSC (Mali) .</p> <ul style="list-style-type: none"> • Initiated and managed partnerships with research organizations and initiating working partnership with US and European based organizations to coordinate regional market research for Godisa in southern continents; most notable a hearing aid donation program in collaboration with Siemens, Switzerland. • Fund raising and grant solicitation and; grant management and accountability reporting of all grants received Engaged various strategic and donor partners such as WUSC, ADF, WHO (Hearing health unit), MPP-EU, Botswana Ministry of Health, Botswana Ministry of Trade and Industry, the Ministry of Education, First National Bank in Botswana.
1996 - 2000	<p>Botswana Society for the Deaf, Project Officer</p> <p>Orapeleng Nokane (CEO)</p> <p>P.O Box V373, Ramotswa, Botswana Tel : 318 8374 E: bsd@btcmil.com.bw</p>	Botswana	<ul style="list-style-type: none"> • Fulfilled a public relations role by creating an image for the Society and promoting deaf and hearing health awareness by designing and producing publications, newsletters and alternative information media. Created and maintained a database and information center for the Society. • Carried out administration and office management; preparing program reports, budgeting and financial reports. • Recruited and managed a volunteer group to support the objectives of the Society. • Liaised with donor agencies and corporate organizations for fund raising and grant making purposes, typically through formal proposals and fundraising galas and events. • Managed and monitored BSD's fundraising project including the operation of a small community restaurant.

			<ul style="list-style-type: none"> • Provided counseling and sign language interpretation services to the hearing impaired. • Facilitated sign language training workshops to public service providers such as the local community clinics, social services and community police departments. • Created budgets for the Sign Language Program, initiated the Interim Association for the Deaf and other empowerment programs for the hearing impaired
1995 -1996	<p>Mondial financial Services, Financial and Investment Consultant</p> <p>Mondial Financial Services P.O.Box 40097, Gaborone Tel: 397 4210</p>	Botswana	<ul style="list-style-type: none"> • Contacted clients and personally met with clients to assess their financial situation in order to present a financial plan that includes both short- and long-term financial goals; building and maintaining a solid customer data base. • Helped clients set financial objectives and provided financial advice on retirement, education, savings and asset investment plans; analyzing information and preparing plans best suited to individual clients' requirements. • I was trained and certified by Mondial to buy and sell financial products such as insurance policies, stocks and bonds and promoting financial products to meet sales targets. • Managed private accounts; providing financial advice on available products (investments and savings) on the European and Asian market. Analyzed market products and gave recommendations. • Researched the marketplace and providing clients with information on new and existing products and services. • Produced fund performance reports. • Also supported office administration and general customer service.
1990 -1990	Barclays Bank Zambia (now ABSA), Processing Clerk (BIAS)	Zambia	<ul style="list-style-type: none"> • Account's clerk / data input in the BIAS Dept. Gathered information from people to open accounts. Provided customer service. Verified

	Box 31416 Lusaka Mutaba House Tel: +260- 211 - 366100		information on applications and entered in computer.
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<i>Consulting/Employment Assignment Undertaken</i>	<i>Organization/Client name and location</i>	<i>Duration of assignment</i>	<i>Accomplishment/Deliverables</i>
<p>Regional facility for business development and investment climate Eastern Africa, Southern Africa and Indian Ocean</p> <p>Assignment title: Technical assistance for the Development of a Digital Business Package for Women Entrepreneurs</p> <p>Date: 27 September 2021</p>	<p>Africa RISE (Reform for Investment and Sustainable Economies) financed by the European Union</p>	<p>8 months</p>	<ul style="list-style-type: none"> • Undertake a briefing with beneficiary and Africa RISE to agree on key milestones of the workplan • Draft design of the Digital business package³, collect additional data on the building blocks of a possible digital package. • Determine the cost for implementation of the Digital business package • Identify and propose options for a possible Implementing Organisation/s[10] “the Host of the e-platform/Digital package” • Define the roles of Government Ministries, Private Sector and relevant agencies and other stakeholders in the implementation of the digital package. • Carry out a risk assessment of project implementation • Develop a measurement plan with metrics and targets to measure the success of the project • Liaise with the successful Developer to support and guide the Developer in the development of the Digital business package⁶. • Prepare the Plan for the implementation of the pilot of the digital package, and work with the Developer to support the implementation of the pilot.
<p>Capacity Building of Exporters Participation in Botswana Exporter Development Programme – Export Marketing - 2016/2017</p>	<p>Botswana Investment and Trade Centre</p>	<p>10 months</p>	<ul style="list-style-type: none"> • Review of existing company assessment report recommendations • Train and support companies in the development of business plans and export marketing plans • Developed modules for exporter training, group training (44 companies) on export awareness marketing • Extended support mentorship through the process.

<p>Provision of Export Marketing Capacity Building Services for Companies Participating in the BEDP Programme 2017/2018).</p>		<p>9 months</p>	
<p>Engagement partnership under Blinking Business Facilitation, 2017 – Private Sector Development Botswana; “Training on the EU-SADC Economic Partnership Agreement and International Trade Opportunities” implemented by the BB PSDP, EU, MITI and SADC Secretariate.</p>	<p>Business Botswana PSDP, EU, MITI, SADC Secretariate</p>	<p>3 months</p>	<ul style="list-style-type: none"> • Facilitated workshops aimed at enabling dialogue between the public and private sector entities; • Train the business community about the benefits of the SADC Trade Protocol, the EU SADC EPA, the EU Export Help Desk and the Rules of Origin
<p>Contracted by CDE as lead consultant to carry out business performance audits on 22 SMME’s in Botswana (2015)</p>	<p>European Commission – Centre for the Development of Enterprise (EU-CDE), Botswana</p>	<p>8 months</p>	<ul style="list-style-type: none"> • Recommended business improvement interventions • Through the application of the FUNDES diagnostics tool, financial and qualitative reporting, contract management and team leadership. The resulting recommendations determined the intervention action plan to build capacity in SME’s.
<p>Under the national Private Sector Development Programme, 2014/15; part of implementation team</p>	<p>Botswana Investment and Trade Centre</p>	<p>8 months</p>	<ul style="list-style-type: none"> • Carried out baseline management performance audits on over 50 participating SME’s. • Data collection through client interaction, the analysis on financial and non-financial information. • Also participated in and led on the consultancy, assessment, intervention recommendation • Validation of data and reporting writing for 40% of total clients.

<p>Provided business and management consultancy support to the Botswana Innovation Hub focusing on companies operating in the ICT business sector; 2015/16.</p>	<p>Botswana Innovation Hub</p>	<p>2 months</p>	<ul style="list-style-type: none"> Formulating industry and company specific interventions after assessing the entity's business position (financial, non-financial and strategic).
<p>In partnership providing business support services for Botswana's Citizenship Empowerment and Development Agency (CEDA); 2016 to 2019.</p>	<p>Blinking Business Facilitators, Botswana</p>		<ul style="list-style-type: none"> providing business coaching, training and mentoring services from stages of business planning, implementation, monitoring and evaluation. Assignments include financial due diligence and project performance auditing Functions included project management and financial research; interaction and interview, data collection and reporting activities on private sector, providing recommendations for business improvement interventions. Coordinating work logistics

14. Publications

Nil

15. Professional Referees

<p>Mr. Obert Yuyi Director – Export Development Botswana Investment and Trade Centre P/Bag 00445, Gaborone, Botswana Tel: + 267 3633337 Cell: +267 71795090 E: yuyio@bitc.co.bw</p>	<p>Mr. Kagiso Koyabe Technical Advisor - Acceleration at Botswana Innovation Hub Botswana Innovation Hub D: 3913328 M: 74522026 E: koyabek@gmail.com</p>
<p>Dr Agapitos Hatzipetros Africa RISE Assignment Team Leader ASCA Group Tel: +268 768 540 70 (Home No) Tel: +267 769 237 76 (WhatsApp) Email: agapitos@ascagroup.co</p>	<p>Dr Sid Boubekur Senior Advisor Trade and Private Sector Development Castelldefels, Catalonia, Spain E: sid.boubekur3@gmail.com L: linkedin.com/in/dr-sid-boubekur-704101121</p>