AQUILINA WAWIRA MWANDIKO

International Business Development & Digital Transformation Leader | B2B Sales & Partnerships | Project Management | PRINCE2® | MBA

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PROFESSIONAL PROFILE

Business development and project leader with 15+ years of international experience across 12+ countries. I have coordinated a USD 100M+ partner agreement through to signature, led a regional team delivering 20+ projects a year and introduced digital systems that supported a 50% rise in a city's revenue-collection efficiency.

In Germany I worked in B2B sales for industrial drive-technology manufacturers, building prospect pipelines for Central and Eastern Europe in Salesforce, and evaluated AI models for a US technology company. I bring structured project management, clear stakeholder communication and a strong sense of how data supports better business decisions.

PRINCE2® certified and an MBA from Hochschule Darmstadt, with a thesis on ESG risk scoring for renewable energy portfolios. I am based in Bensheim and actively learning German.

CORE COMPETENCIES

Business Development & Sales

- B2B lead generation
- Salesforce CRM pipeline
- Market research & prospect lists
- Trade fairs & client meetings
- Proposals & tenders

Project Management

- PRINCE2® Foundation & Practitioner
- Scope, budget & contractors
- Risk register / RAID log
- Business case & charter
- KPI reporting

Digital Transformation & AI

- Process digitalisation
- Change management & training
- AI quality evaluation
- Data governance & QA/QC
- Dashboards (Power BI)

Sustainability & ESG

- ESG / CSRD / LkSG context
- Climate risk analysis
- Renewable energy site screening
- Location intelligence (GIS)
- Sustainability reporting

Leadership & Stakeholders

- Team leadership (team of 4)
- Client & partner management
- Negotiation
- Workshops & training
- Intercultural teams

Business Tools

- MS Office (advanced)
- Salesforce, Power BI
- SharePoint, Teams
- MS Project / Gantt tools
- Driving licence (10+ years)

PROFESSIONAL EXPERIENCE

AI Domain Expert – Surveying & GIS **Jul 2026 – Nov 2026**
Mercor.io Corporation (USA) | Remote | Part-time

- **Expert benchmarks for AI quality:** AI models often give confident but spatially wrong answers. I built surveying and GIS test tasks with golden responses and rubrics that make these errors measurable for developers.

Working Student – Business Acquisition & International Sales **Oct 2026 – Nov 2026**
VIOLA HQMC GmbH | Detmold – Germany (remote)

- **Trade-fair pipeline:** Ahead of MSV Brno 2026, I screened the co-exhibitors and built ranked prospect lists for each manufacturer, giving the managing director a prioritised list of meetings before the fair.
- **Evidence-based market research:** For a plain-bearing manufacturer I identified 29 locomotive diesel-engine repair workshops in 12 Central and Eastern European countries, each backed by a verifiable source, giving sales a ready-to-use target list.

Regional Partnerships Analyst **Apr 2025 – Jun 2025**
UNOPS, East & Southern Africa Multi-Country Office | Remote – Germany

- **UN-to-UN co-financing agreement:** I coordinated UNOPS, UNDP and FAO through to signature of the partner agreement for a USD 100M+ climate-resilience programme in Eritrea, and helped secure the government's no-objection to implementation without a host-country agreement.
- **Proposals I led:** Alongside concept notes for seven countries, I led three donor proposals, each backed by satellite-based site evidence:
  - **JICA** – bridge rehabilitation and management system, Uganda: advanced to hard-pipeline status
  - **Embassy of Iceland** – school infrastructure, Uganda: co-designed with the technical team
  - **European Union** – road safety, Uganda: developed with the NGO Safe Way Right Way

Geospatial Officer – Surveying and GIS (Team Lead) **Sep 2020 – Mar 2025**
UNOPS, East & Southern Africa Multi-Country Office | Nairobi – Kenya

- **Post-disaster assessments for the UN:** I led the Somalia post-flood infrastructure damage assessment for the UN Country Team and the 2024 Kenya flood assessment that triggered a joint UN Post-Disaster Needs Assessment, with UNOPS leading the transport sector.
- **Evidence for investment decisions:** I screened about 100 solar mini-grid sites for Sierra Leone's Ministry of Energy; the platform I built narrowed the investment shortlist and now tracks impact.
- **Field delivery in complex settings:** I led topographic assessments of 27 sites and about 15 water systems in Cabo Delgado, Mozambique, and surveys for 10 dam rehabilitations in Zambia – with no safety incidents – and drafted the unit's health-and-safety procedure for topographic surveys.
- **Faster, more reliable reporting:** I automated Python/SQL data pipelines that cut processing time by 35% and built Power BI and ArcGIS Online dashboards for programme managers, governments and donors.

Project Management Support Specialist – GIS (Surge Assignment) **Jun 2021 – Mar 2022**
UNOPS, West Africa Multi-Country Office | Banjul – The Gambia

- **Digital revenue records:** The councils' property registers were incomplete and unmapped. I designed GPS-based mobile data collection and linked property locations to the revenue and cadastral databases of three city councils – supporting a 50% rise in revenue-collection efficiency.
- **Lasting local capacity:** I trained municipal revenue officers, ministry surveyors, cartographers and planners in twice-monthly workshops so the system kept running after handover – recognised with the UNOPS Gambia Country Manager Award (2021).

GIS & Mapping Officer (Acting Deputy Project Manager) **May 2017 – Aug 2020**
UNOPS, World Bank Implementing Unit | Mogadishu – Somalia

- **On-time delivery as acting deputy:** Deputising for the project manager in a high-security environment, I kept World Bank reporting and stakeholder coordination on track, contributing to on-time, in-scope delivery.
- **Data for the drainage master plan:** My satellite flood mapping of all 17 city districts became the basis for prioritising investments in the Mogadishu trunk drainage master plan and road interconnectivity projects.

Founder & Principal Consultant (part-time) **Apr 2017 – Jun 2025**
Land & Space Tech Engineers | Nairobi – Kenya

- **Independent consultancy:** Alongside my full-time roles, I built and ran a geospatial and infrastructure consultancy, winning and delivering assignments for government and private clients across East Africa.

Senior CAD Technician & Team Lead **Jun 2007 – May 2017**
Howard Humphreys (East Africa) Ltd, now Atkins Consulting Engineers | Nairobi – Kenya

- **Construction supervision:** For three years I was site supervisor on the World Bank-funded Kenya Informal Settlements Infrastructure Project, overseeing an international contractor building drainage, roads, sewer lines and solar street lighting in Nairobi.
- **Financial governance:** As elected chair of the 200-member staff savings cooperative, I improved financial management and loan processes, doubling member dividends.

EDUCATION

Master of Business Administration (MBA) **Oct 2024 – Nov 2026**
Hochschule Darmstadt, University of Applied Sciences | Darmstadt – Germany

- **Specialisation:** sustainability transitions, operations management and strategic programme leadership.

- **Expertise tracks:** Global Management Challenges (1.3); Project Management; AI & ML for Management.
- **Thesis:** Geospatial ESG Risk-Scoring Dashboards for Renewable Energy Portfolios in Germany – QGIS + Power BI, aligned with CSRD/ESRS and LkSG.

Master of Science, Geographic Information Systems **Sep 2016 – Sep 2019**
University of Nairobi | Nairobi – Kenya

- **Thesis:** Use of Climate and Geospatial Data for Run-off Projections in Nairobi County.
- **Recognition:** ZAB Statement of Comparability (2024) – corresponds to a German master's-level qualification.

Bachelor of Technology, Geoinformation Technology **Jan 2013 – Dec 2015**
Technical University of Kenya | Nairobi – Kenya | Second Class Honours (Upper Division)

Diploma in Cartography (Pass with Credit) **1997 – 1999 (awarded Dec 1999)**
Kenya Institute of Surveying and Mapping | Nairobi – Kenya

CERTIFICATIONS

- PRINCE2® Foundation & Practitioner – PeopleCert (Nov – Dec 2019)
- Project Management Essentials, 3-day course (PMI-based) – Darmstadt Business School (Oct 2025)

AWARDS

- UNOPS Executive Director's Award (2020)
- UNOPS The Gambia Country Manager Award for Leadership and Outstanding Performance (2021)

LANGUAGES

English (full professional proficiency) | Kiswahili (native) | German (basic, actively learning) | French (basic)

REFERENCES

Mr Dietmar Fischer
Managing Director
VIOLA HQMC GmbH – Germany
Current supervisor

Mr Jean Aboudé, Dipl.-Ing., MBA
Project & Sales Director
Zender Spaces GmbH – Germany
Professional referee

Prof. Dr. Prof. h.c. Ralf Schellhase
Professor of Marketing; MBA Director
Hochschule Darmstadt – Germany
MBA thesis supervisor

Mr Tim Lardner
Regional Director, Europe & Central Asia
UNOPS – Switzerland
Former line manager

Referee contact details available on request.