

KEVIN KABERA

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EDUCATION

One League | Global
MBA Candidate Class of 2023
One League is a global education institution connecting the world's highest potential change-makers to world-class education and opportunities to realize global impact.

University of Kigali | Kigali, Rwanda
Bachelor of Computer Science
2013-2017

Led the innovation club at university.

AWARDS

- 2020 Rwanda Innovation Challenge Award
- 2018 Smart Cities Challenge
- 2018 Innovating Mobility Ideathon
- 2018 HackAgainst Hunger Award
- 2018 Hackathon for climate early warning
- 2017 Solar Vehicle Championship
- 2016 National Agrishow Award
- 2015 TVET Expo Award

SKILLS &

CERTIFICATIONS

- Digital Transformation (LinkedIn)
- Business Development Foundations (Coursera)
- International Project Management (GIZ)
- Becoming an entrepreneur (MITx)
- ICT Center and Operation Center (KOICA)
- Product Management (Udacity)
- Agile Project Management (Udemy)
- Executive Leadership Training (Redwoods Leadership)

LEADERSHIP & COMMUNITY

- Trainer in ICT at the university

PERSONAL

- Fluent in English, French
- Love Teaching and public speaking
- Enjoy time with family and friends and playing the guitar

SUMMARY

I am an enthusiast of business, technology, and innovation with a solid experience in Information Technology and in the innovation ecosystem in Rwanda. I am skilled in business development/ partnerships management, and project management in tech startups.

EXPERIENCE

Irembo | Kigali, Rwanda

Partnership Manager | March 2021 - Present

- Manage 9 government institutions accounting for 65% of all services on IremboGov.
- Launched key initiatives for major clients such as the Ministry of Local Government and the National Land Authority to increase their satisfaction from an NPS of 18 to 40.
- Led constant engagements with clients resulting in a customer retention rate of 90% of clients under my portfolio.
- Improved the department processes documentation reducing the onboarding process of new hires from 1 month to 1 week.

ValWallet | Kigali, Rwanda

Business Development Consultant | May 2020-Present

- Trained new merchants on the use of custom applications developed to facilitate them managing their businesses and tracking transactions in real-time.
- Trained merchants on using the company's PoS and the merchant app.
- Negotiated and draft agreements/contracts with merchants/partners.
- Generated new business opportunities for the company via cold calls/emails, in-person/online meetings, and referrals from contacts and ensured extensive follow-up where necessary.

STES Group | Kigali, Rwanda

Co-founder & Training Program Manager | January 2020 - November 2020

- Managed the registration process of 315 training participants and led the selection process of the participants based on the set criteria and ensured they are communicated.
- Coordinated and ensured effective and timely communication with GIZ DSSD and trained junior staff on the implementation of training programs.
- Assisted in developing training content for topics such as Design Thinking.
- Assisted GIZ in the evaluation of training by helping training participants fill out survey questionnaires.
- Maintained all training participants' data and their attendance and handled the personnel (trainers and facilitators).
- Provided regular reports to GIZ-DSSD after each training cohort in accordance with deadlines.

STES Group | Kigali, Rwanda

Co-founder & Head of Business Development | May 2019-June 2020

- Led efforts to get seed funding of 11,000\$ for the start-up
- Facilitated onboarding Rwanda Development Organization (RDO) as a partner to deliver IoT solutions to farmers. This strategic partnership resulted in getting funding of 170,000\$ from a government institution
- Developed and executed partnerships to drive awareness for the start-up's IoT training program.
- Local notable partners that I onboarded include GIZ (German Cooperation Agency) which contracted us to train 315 trainees on IoT, and the University of Rwanda with which we signed a 3 years MoU to deliver training on IoT and to help its students develop IoT projects, Workforce Development Authority (WDA) which contracted STES Group to train 20 participants on IoT over a period of 6 months. These partnerships generated a revenue increase of 50,000\$ in 3 months for the start-up.

STES Group | Kigali, Rwanda

Co-founder & Software Engineer | January 2015-April 2019

- Built BazaFarm web application for data visualization of agricultural IoT devices using PHP, MySQL, HTML, CSS, Google Maps API, and JavaScript Frameworks.
- Worked on the programming of IoT devices.
- Developed and maintained the company's web and its content.
- Managed the company's social media platforms (Twitter, LinkedIn, and YouTube).

FINANCIALFORCE | California, USA

R&D Intern | August 2017-November 2017

- Worked on an internal "customer telemetry" development project launched with a goal to extend the company's latest reporting, analytics, and AI/ML approach to customers, and that project made significant progress.

TIGO | Kigali, Rwanda

Call Center Agent | April 2012- August 2012

- Answered incoming calls and customer emails.
- Managed and resolved customer complaints.
- Identified and escalated issues to supervisors.
- Provided product and service information to customers.