**Andrew Lewela**

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## Professional Summary

Accomplished Executive Leader with over 15 years of experience driving growth, innovation, and operational excellence in the ICT and technology sectors across Africa. Proven track record of strategic leadership in both the public and private sectors, managing multi-million-dollar projects, and forging strong partnerships with key stakeholders to foster sustainable growth. Expertise in navigating complex markets, creating value through digital transformation, and leading diverse teams to achieve organizational goals. Passionate about leveraging technology to drive socio-economic development across East Africa.

## Key Skills

- Strategic Leadership & Vision

- Business Development & Growth Strategy

- Public Sector & Government Relations

- ICT Policy Development & Digital Transformation

- Team Leadership & Talent Development

- P&L Management & Financial Strategy

- International Partnerships & Stakeholder Management

- Product Innovation & Service Excellence

- Negotiations & Deal Structuring

**Professional Experience**

**Chief Executive Officer-Kenya Network Information Centre (KeNIC) – Nairobi, Kenya: Feb 2023 – Present**

KeNIC is a non-profit company licensed to manage the .ke Country Code Top-Level Domain (ccTLD).

•       Spearheading the company's strategic direction and operational performance, focusing on enhancing Kenya's digital infrastructure.

•       Driving initiatives to expand market share in Kenya's domain registration and ICT services, collaborating with government and private sector stakeholders.

•       Overseeing day-to-day operations, including product innovation, customer relations, and financial management.

•       Leading a team to deliver key milestones in enhancing internet governance and developing the domain services market.

**Founder & CEO-Sambali Group Limited – Nairobi, Kenya: Oct 2018 – Present**

Advisory group focusing on Government Affairs & Digital Economy.

•       Built and led a consulting firm with a focus on long-term investments in the ICT sector, emphasizing sustainable business practices and community-driven growth.

•       Worked closely with government bodies and private sector organizations to shape policy and strategies around ICT and digital transformation.

•       Developed partnerships and led advisory services to businesses and government on ICT innovation, regulatory frameworks, and public-private collaborations.

**Public Sector & Telco Lead | Kenya-Check Point Software Technologies, Ltd. – Nairobi, Kenya: Dec 2019 – Oct 2021**

•       Developed and managed key accounts in the public sector and telecommunications, ensuring high-level customer satisfaction.

•       Advised government bodies and telcos on cybersecurity strategies, while identifying new business opportunities and optimizing existing relationships.

•       Led product and solution presentations, collaborated with headquarters on product adaptation, and provided policy advisory services.

**Sales Manager – Public Sector-Oracle – Nairobi, Kenya: Oct 2015 – Oct 2018**

- Drove cloud and on-premise revenue growth by targeting public sector entities in sectors such as finance, public safety, transport, and defense.

- Led the negotiation of the largest private cloud transaction (USD 8M) for the Kenya government, alongside the first-ever framework agreement between Oracle and the Kenyan government.

- Achieved >125% of budget targets and consolidated key accounts around fiscal management, public safety, and health.

**Senior Manager – Enterprise Business, Public Sector-Safaricom Limited – Nairobi, Kenya: Jun 2014 – Sep 2015**

- Managed a sales force and retention team, focusing on USD 20 million in revenue across public sector entities.

- Developed and executed strategies that led to over 100% revenue growth against target in the public sector line of business.

**World Bank Project Manager – BPO/ITES & Partnerships Lead-ICT Authority – Nairobi, Kenya: Nov 2009 – May 2014**

- Managed key projects to support Kenya's outsourcing and IT-enabled services sector as part of the Vision 2030 development strategy.

- Led a project budget of USD 8.6M, supported bandwidth subsidies for BPO players, and contributed to policy formulation and strategic planning for ICT development.

- Established a Centre of Excellence for IT/BPO skills and contributed to the creation of an internationally recognized software developer certification.

**Project Manager-MobiKash Afrika Limited – Nairobi, Kenya: Jan 2009 – Oct 2009**

- Coordinated the market entry of mobile commerce projects, managing business development, systems integration, and project management processes.

- Successfully launched a mobile commerce platform by meeting regulatory and technical requirements within strict timelines and budget.

Country Manager

Mobile-XL – Nairobi, Kenya

2009

• Successfully deployed an On-Device Portal (ODP) with Kenya's leading mobile operator.

• Led integration and go-to-market strategy, ensuring project completion within budget and on schedule.

**Chief Product Architect-Cellulant – Nairobi, Kenya: 2007 – 2008**

• Managed business development and project management for mobile commerce products, working with major banks to deploy mobile banking services in Kenya and other African markets.

• Played a critical role in the successful launch of mobile banking services with Standard Chartered, NIC Bank, KCB Group, and other major institutions.

**Airtime System Administrator-Virtual City – Nairobi, Kenya: 2003 – 2004**

• Contributed to the growth of virtual airtime sales from KShs. 50,000 to KShs. 1M per day, earning recognition for the company as a leading dealer for Safaricom.

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**References**

Available upon request.

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