

Scaling Smart Master Class



Theme

Scaling Smart: Strategies for Sustainable Business Growth

Dates: 5th - 6th December 2023

Venue: KCB Leadership Centre - Karen

Speakers Profiles



George Odhiambo

Managing Director, National Bank
& Executive Host

George Odhiambo was appointed as the National Bank Managing Director in January 2023.

Mr Odhiambo, a seasoned banker, was previously the MD BPR Bank Rwanda Plc since its inception following the merger between KCB Bank Rwanda and Banque Populaire du Rwanda. He was the immediate former Managing Director, KCB Bank Rwanda Limited. He joined KCB in 2009 as Head, Business Analytics, KCB Bank Kenya.

He holds an MSc in Pure Mathematics and BSc in Mathematical Statistics from the University of Nairobi. He has also acquired several leadership certifications such as Practitioner Diploma in Executive Coaching and Postgraduate Diploma in Corporate Governance from the Academy of Executive Coaching, UK and the Centre for Corporate Governance & KCA University respectively.

Mr Odhiambo is a member of the COMESA Business Council, Advisory Board and Chairs the Banking sub-Sector Committee and Patron African Institute of Mathematical Sciences (AIMS) Teachers Training Program Scholarship Fund - Rwanda.



Dr. Percy Opio
The Leadership Group

Percy Opio is a practitioner-academic with experience in Leadership and Governance, Strategic Foresight, Innovation, Change and ICT. He serves as Chief Executive – Strategy and Innovation at The Leadership Group, and serves on the Board of kasneb and Inuka Afrika. He has over 25 years experience in ICT, 10 of which were in the Banking sector where he was instrumental in IT Service Delivery and Digitalization initiatives. As an academic, Percy has over 8 years experience in lecturing at Masters and PhD level. He currently serves as an adjunct lecturer at PAC University and International Leadership University Kenya. He is a member of the Association of Professional Futurists and author of The Future of Banking in Kenya, and co-author of Christian Faith Perspectives in Leadership and Business.

At The Leadership Group, Percy's consultancy engagements cover Leadership Development Programmes, Process Re-engineering, Design Thinking, Strategy Review and Formulation, Board Evaluations and Governance Audits. His experience cuts across several sectors that include Banking, Savings and Credit Cooperatives (SACCOs), Education, Manufacturing, Religious Sector and Not-for-profit Organizations.



Nelson Ihachi Ashitiva
Business Leader, Lawyer.

Nelson Ashitiva is a lawyer, business leader and corporate governance expert with more than 15 years' experience. He leads three business advisory firms in the sector of law, energy and structured finance.

His expertise includes energy law, mergers & acquisitions, capital markets, corporate/ commercial transactions and investments in each of which fields he is an acknowledged leading professional. He regularly advises boards of private and publicly listed companies on capital raising, corporate governance, business strategy and regulatory compliance.



Ray Barreth
Entrepreneur

Ray Barreth is a serial entrepreneur and has 35 years' experience creating, directing, and leading SME ventures in the United States, United Kingdom, and Europe. As a serial entrepreneur, Ray has launched six companies from product inception to scale. His companies ranged in size from \$40M U.S. to exceeding \$100M U.S. in revenue.

Ray coached entrepreneurs in Silicon Valley and the Silicon Prairie, in the Kansas City Start-Up Village. Ray has been training, coaching, and growing African companies through his Venture Village (V2) GROWTH Lab which operates in Zambia and Nigeria.

Program



Theme : Scaling Smart: Strategies for Sustainable Business Growth

DAY 1

TIME	TOPIC	FACILITATOR
8.30 – 9.00	Welcome & Introduction	NBK
9.00 – 10.30	<p>THE LEADERSHIP MINDSET</p> <ul style="list-style-type: none"> A thought leadership perspective <p>GROWING BUSINESS</p> <ul style="list-style-type: none"> Partnerships (collaboration agreement, mergers, strategic alliances, Innovation). Franchising, Innovation and invention. New markets <p>RAISING CAPITAL</p> <ul style="list-style-type: none"> Leverage, Investors, Debt, Equity, Investor Readiness 	<p>RAY BARETH</p> <p>ASHITIVA</p>
10.30 – 11.00	TEA	
11.00 – 13.00	<p>SUSTAINING MOMENTUM AND GROWTH</p> <ul style="list-style-type: none"> Business Structure and Corporate Governance Leadership Strategic Planning Change management Obsessive focus on Customer Financial prudence CANI (Constant and Never Ending Improvement) 	TLG
13.00 – 14.00	LUNCH	
14.00 – 15.30	<ol style="list-style-type: none"> Video Case Studies 	ASHITIVA
15.30 – 16.00	Feedback Session	

Program



Theme : Scaling Smart: Strategies for Sustainable Business Growth

DAY 2

TIME	TOPIC	FACILITATOR
8.30 – 9.00	Re-cap of Day 1	
9.00 – 10.30	SHARPENING FOR RESILIENCE	
	<ul style="list-style-type: none"> • Sharpening the leaders hunting instincts 	ASHITIVA
10.30 – 11.00	TEA	
11.00 – 13.00	ALIGNMENT FOR SUCCESS	
	<ul style="list-style-type: none"> • What will it take? • Creating supporting structures required to support the ambitious plan. • The role of executive coaching & mentoring 	TLG
13.00 – 14.00	LUNCH	
14.00 – 15.30	EXECUTION	
	<ul style="list-style-type: none"> • Action Planning • Taking Action 	TLG
16.00	Closing Remarks Certificates	NBK

Leadership | Growth | Resilience | Sustainability

**For People.
For Better.**

Leadership | Growth | Resilience | Sustainability

**For People.
For Better.**