

JONES O. SKIPPER

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Academic Background

October, 1991 to June, 1996: Poznan University of Economics, Poland. Attained an MSc. In Economics majoring in Finance and Banking. Wrote and defended a thesis entitled "Measurement of Risks in Commercial Banks, case study Barclays Bank Kenya Limited.

November, 1990-June, 1991: University of Lodz, Poland. Underwent a language course in polish Language.

1986-87 Kisumu High School "A" level Kenya advanced Certificate of Education

1981 -85 Nyang'ori Boys Secondary School 'O' Kenya Certificate of Education

1975-81 Nyang'ori Primary Certificate of Primary Education

Professional Background

- Currently **Managing Director of Afrobuild General Contractors Ltd**
- Director of **Kenya Easy Safaris** since September 2008. A company I opened and oversaw exceptional growth throughout the year. I have created marketing plans specific to Kenya Easy, negotiated added value with the key media markets, managing country wide staff of 18, executed brand building events in key markets in Europe, targeted key opinion leaders to maintain image, and created strategic collegiate programs.
- Developing worldwide marketing plan each year after evaluating the market and determining areas of focus. Amongst others I have managed to bring onboard prominent polish tour companies like Orbis Travel, Safari Travel, Ecco Travel, Airtours Krakow, Logos Travel, Alco Tours and Logos Tours
- Director **Kaizen Motors Ltd**, a Mombasa based company specializing in sales and service of motor vehicles. The company also undertakes repair of accident vehicles from insurance companies.
- Director, **Taniagos Investments Ltd**, a general merchant company that also specializes in hiring out of tour vehicles
- Director, **Afrobuild General Contractors Ltd**, specializes in construction and civil engineering and electrical works

Previous Working Experience

- From 2000-2008, **General Manager Across Africa Safaris/Liberty Africa Safari**. Served as the single point contact for most Polish Travel Agents to East African region Directed, coordinated, and participated in merchandising travel agency services, such as sale of transportation company carrier tickets, packaged or specialized tours, or vacation packages. Plan work schedules for employees. Train employees in advising customers on current traveling conditions, planning customer travel and itineraries, ticketing and booking functions, and in calculating costs for transportation and accommodations from current transportation schedules and tariff books and accommodation rate books. Sell travel tickets, packaged and specialized tours, and advise customers on travel plans. Review employee ticketing and sales activities to ensure cost calculations, booking, and transportation scheduling are in accordance with current transportation

carrier schedules, tariff rates, and regulations and that charges are made for accommodations. Reconcile sales slips and cash daily. Coordinate sales promotion activities, approve advertising copy, and travel display work. Keep employee records and hire and discharge employees

- From 1996-1997 worked as a Senior Personal Banker with Barclays Bank Kenya Limited and efficiently handled responsibilities like assisting the administration of the branch. Overseeing the overdraft project reports of the branch. Analyzing and implementing consumer loans. Managing the vault section and auditing all the tellers and providing customer care service. Evaluating financial and monetary documents and statements. Expanding pro-forma documents and cash flow projections. Finding certificates and other necessary documents and arranging individual and autonomous recommendations on suitability of giving way credits for business lenders.

Professional Skills

- Have more than 14 years after graduating with an Msc. in Finance and Banking, been involved in banking, marketing, tours and travel operations as well as consultancy in business.

Professional Abilities

- A commercially minded Manager with proven business judgment skills, strong strategic capability, leadership, consensus building skills and general management experience.
- A track record of managing departments and multi functional teams in different environment.
- Challenge driven, excellent interpersonal and communications skills able to operate effectively at all levels and across all disciplines.
- Extremely polished presentation and interpersonal skills and very good knowledge of Microsoft Office and Windows-based computer applications. Knowledge of Office Package: Microsoft Word, Microsoft Excel, Microsoft Access, Microsoft PowerPoint and Microsoft Outlook Express as well as knowledge of Operating Systems: Windows9X, Windows2000, Windows ME, Windows XP and Windows Vista.
- Able to work on own initiative and as part of a team. Proven leadership skills involving managing, developing and motivating teams to achieve their objectives. First-class analytical, design and problem solving skills. Dedicated to maintaining high quality standards.

HONORS AND ACTIVITIES

- Currently appointed by the Polish National Government as the **Honorary Consul of The Republic of Poland** in Mombasa
- My directorship in several companies has also enabled me to develop strong links with several business people in Kenya.

Family: Married with 2 children.