

# JOHN KANYI

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## PROFESSIONAL SUMMARY

Driven development and grants management professional and GPC holder with 17+ years' experience overseeing end-to-end management of donor-funded programs across pre-award, post-award, and compliance functions. Led grants, contracts, and business development initiatives across Africa, managing regional portfolios exceeding \$100M annually and supporting projects valued up to \$32M while building capacity for over 200 local organisations and 100+ grant recipients. Strengthened organisational systems, improved funding performance, and supported resource allocation aligned to strategic project outcomes. Looking to transfer these capabilities into a senior grants, contracts, or development leadership role where large-scale program delivery and institutional capacity strengthening remain central priorities.

## SKILLS

Grants Management, Contract Management, Business Development, Capacity Building, Proposal Development, Project Management, Financial Management, Audit Preparation, Strategic Positioning, Compliance Oversight, Budget Management, Risk Assessment, Subcontracting Management, Stakeholder Engagement, Monitoring and Evaluation, Resource Allocation, Cooperative Agreements, International Development, Procurement Policy, Local Development.

## EXPERIENCES

### Senior Regional Business Development & Grants Manager

HJFMRI | Nairobi, Kenya | Remote | July 2021 – Present

#### *Roles And Responsibilities:*

- Led business development across 15+ African countries, securing \$100M+ annually from USG agencies, the EU, WHO, pharmaceutical partners, and private donors through competitive proposals and strategic partnerships.
- Built and managed a regional pipeline of 30+ active opportunities worth more than \$250M by aligning technical teams with funder priorities early in the capture process, resulting in a 65% win rate on major bids over two years.
- Streamlined pre- and post-award workflows across grants, contracts, and projects, reducing proposal turnaround time by 30% and lowering compliance risks via standardised checklists and cross-functional reviews.
- Forged new partnerships with national ministries of health, leading research universities, and hospital networks, expanding local footprint into three new countries and enabling access to previously untapped funding streams.
- Directed a portfolio spanning HIV/TB programs, health systems strengthening, and vaccine delivery, consistently achieving over 95% donor satisfaction scores on performance and reporting quality across 20+ active awards.

### Regional Business Development & Grants Manager

HJFMRI | Nairobi, Kenya | November 2016 – June 2021

#### *Roles And Responsibilities:*

- Managed the full pre-award lifecycle for proposals across sub-Saharan Africa, coordinating technical, finance, and compliance teams to submit 40+ competitive bids that increased annual grant revenue by 20% over five years.
- Oversaw post-award monitoring for \$75M+ in grants, contracts, and cooperative agreements from USAID, CDC, and global health donors, ensuring full compliance and zero major audit findings.
- Strengthened internal systems for opportunity tracking and risk assessment, reducing duplicate efforts across country offices and improving win-rate consistency by aligning early-stage intelligence with program design.
- Identified emerging funding trends in HIV, maternal health, and health systems, informing business development strategy and shifting regional focus to high-growth areas that attracted new European and private partnerships.
- Built trusted working relationships with finance, legal, and program leads across six country offices, enabling faster approvals and more responsive donor reporting, cutting average closeout timelines by 25%.

## **Grants Manager – USDA/K-SALES Project**

**Land O'Lakes International Development | Nairobi, Kenya | March 2014 – October 2016**

### *Roles And Responsibilities:*

- Managed all aspects of a \$20M USDA-funded livestock development grant, including sub-award design, compliance, disbursement, and performance tracking across Kenya's dairy and meat value chains.
- Conducted pre-award risk assessments and post-award monitoring for 30+ local partners, strengthening financial and operational capacity and maintaining zero material compliance issues throughout the project lifecycle.
- Designed and delivered tailored capacity-building sessions on grant management, procurement, and reporting, which improved partner submission timeliness by 40% and reduced corrective action requests by half.
- Facilitated market linkages between Kenyan producer groups and buyers, generating \$21.1M in verified trade deals and advancing smallholder income through export-oriented livestock sales.

## **Grants Manager – USAID Kenya Horticulture Competitiveness Project (KHCP)**

**Fintrac Inc. | Nairobi, Kenya | July 2010 – February 2014**

### *Roles And Responsibilities:*

- Directed the grant and contract administration for a \$32 million USAID project, advising the senior leadership team on strategic resource allocation to meet aggressive program goals.
- Generated \$34.8 million in new agricultural sales by managing targeted grants that expanded market access and improved livelihoods for 200,000 smallholder farmers.
- Supervised the performance of 50+ local sub-grantees, reconciling technical milestone achievements against budgetary disbursements to ensure 98% of funds were utilised on schedule.
- Strengthened the operational maturity of local partners by conducting formal capacity assessments and training, which reduced partner audit findings by over 60%.
- Monitored sub-award financial health through regular field audits, maintaining a 100% compliance rate with complex USG procurement and financial regulations.

## **Grant/Program Accountant – USAID KNH Project**

**St. John's Community Centre | Nairobi, Kenya | April 2009 – June 2010**

### *Roles And Responsibilities:*

- Managed financial oversight for a network of 30 sub-grantee organisations, ensuring all accounting and reporting met the strict transparency standards of the USAID KNH project.
- Conducted pre-award risk and capacity assessments to vet potential partners, negotiating realistic budgets and drafting agreements that balanced project needs with donor safeguards.
- Trained partner staff on donor financial rules and internal controls, which improved the quality of their financial submissions and reduced reconciliation delays by 50%.
- Built long-term financial management capacity among grassroots organisations, enabling several partners to successfully transition to direct USAID funding within two years.

## **Short-Term Grants Officer – LPATH-HIV (CDC-funded)**

**CHF International | Nairobi, Kenya | August 2008 – April 2009**

### *Roles And Responsibilities:*

- Designed practical monitoring tools to track sub-grant expenditures, disbursements, and performance indicators across 14 local HIV-service partners under a \$10M CDC-funded initiative.
- Reviewed financial and narrative reports for compliance with CHF, CDC, USG, and Kenyan government standards, providing actionable feedback that improved reporting quality within one quarter.
- Advised partner organisations on sound financial practices and policy gaps, helping three strengthen their internal systems enough to qualify for larger awards afterwards.
- Ensured consistent grant performance by linking financial data to program outcomes, supporting more responsive decision-making by project leadership.

## OTHER EXPERIENCES

- **Finance, Human Resource, and Administration Officer** | Counterpart International | Juba, South Sudan | Jul 2007 – Jun 2008
- **Program Coordinator** | Sobat Development Agency | Upper Nile State, South Sudan | Jun 2006 – Sept 2007
- **Finance Officer** | South Sudan Disabled Persons Association | Bentiu, South Sudan | Jan 2005 – Dec 2005

## EDUCATION

- **PhD Strategic Management and Innovation** – Daystar University, Nairobi, Kenya | January 2025 – Ongoing
- **Master of Science, International Business Management** - University of East London, London, United Kingdom | December 2023
- **Master of Business Administration, Project Management** - Kenyatta University, Nairobi, Kenya | July 2023
- **Bachelor of Business Administration, Accounting and Finance** - Kenya Methodist University, Nairobi, Kenya | July 2014
- **Diploma in Project Management** – I Link Institute of Development, Nairobi, Kenya | December 2008

## CERTIFICATIONS

- Grants Professional Certified (GPC) - Grant Professionals Certification Institute, USA
- Certified Public Accountant (CPA) - ICPAK, Nairobi, Kenya
- Project Management (PMD) Certified - APMG, United Kingdom
- Certified Federal Contract Manager (CFCM) - NCMA, USA
- Project Management Professional (PMP) - Project Management Institute, USA

## PROFESIONL MEMEBERSHIPS

- Grants Professional Association – Author & Member (Published: Emotional Intelligence and Stakeholder Management, Nov 2024)
- ICPAK – Member
- National Contract Management Association – Member
- National Grants Management Association – Member

## PUBLICATIONS

- Capacity Building and Performance of Donor-Funded Projects in Nairobi City County, Kenya, International Journal of Business and Management, 18(2), 2023.
- Stakeholder Engagement and Emotional Intelligence, Grants Professional Association (GPA) Strategy Papers, 11(2), 2024.

## TOOLS

QuickBooks, Microsoft Excel, Microsoft Word, Microsoft PowerPoint, ERP Systems, GMS Software, SharePoint, Microsoft Teams, Zoom, Slack, Adobe Acrobat, Google Workspace, Project Software, Financial Systems.

## LANGUAGES

- English - Fluent
- Swahili - Native

## REFEREES

Available upon request.