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PERSONAL DETAILS

FULL NAME: Gabriel Brighton Kamanga
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Gabriel is an Affiliate Professional (APCIM) by the Chartered Institute of Marketing-UK. He is a confident and visionary self-starter; willing and ready to work hard. He has a thorough understanding of and a very high exposure to marketing with a strong bias in training.

He appeared top on the agenda at December 11th 2009 Ministry of Industry & Trade's National Working Group on Trade Policy (NWGTP) forum where he delivered a speech on MARKETING POLICY for Malawi and marketing of CIM Malawi. Being a member of National Working Group on Trade Policy (Malawi), he has a deep appreciation of issues affecting Malawi's business selling and marketing environment.

He is also highly experienced in lecturing, training and events management with an investment of more than 16 years. He is a certified training consultant by SADC, GIZ-Germany, CEFE-Germany, MDC-Malawi, with deep appreciation of local business conditions.

KEY ACHIEVEMENTS

CIM RESULTS IN MARKETING SUBJECT – UNIVERSITY OF MALAWI, POLYTECHNIC MANAGEMENT CENTRE – JUNE 2016

CIM CERTIFICATE WEEKDAY

SUBJECT	Marketing
NUMBER OF STUDENTS ENROLLED	29
NUMBER OF STUDENTS WHO SAT EXAMS	13
NUMBER OF STUDENTS PASSED	10
PERCENTAGE PASS	77

CIM CERTIFICATE WEEKEND

SUBJECT	Marketing.
NUMBER OF STUDENTS ENROLLED	32
NUMBER OF STUDENTS WHO SAT EXAMS	12
NUMBER OF STUDENTS PASSED	12
PERCENTAGE PASS	100

Gabriel is:

- **Appointed Head of Communications on SADC Regional Economic Integration – November 2014 to date**

Gabriel represented Malawi at a regional Training-of-Trainers Workshop on SADC Regional Economic Integration in Gaborone-Botswana sponsored/funded by German Ministry for Economic Cooperation. 22 delegates from SADC member states that have been entrusted to by SADC to take SADC to their people/countries, underwent the regional economic integration TOT.

The initiative took place from 10th to 14th November 2014. Malawi trade performance under SADC is relatively poor but doing fine under COMESA (***National Statistical Office-NSO***). Malawi, a member of SADC and COMESA is experiencing unbalanced trade in favour of SADC whose impact has created undesirable trade deficit in a 15-member trade bloc. According to National Statistical Office, Malawi also, experienced a negative trade balance of about MK30.1 Billion in December 2013 and MK34.8 Billion in November 2013.

Basically this is alarming because Malawi is just supporting other member states. As a country we need to create strategies for filling this trade gap or the future of our economic activities within SADC is doomed.

This SADC Regional Economic Integration TOT Workshop was planned to bring member states like Malawi a stepping stone for industry and trade scaling. At this auspicious occasion Gabriel was appointed **Manager Responsible for Communications on SADC Regional Economic Integration.**

- **Establishment of accredited Study centres for Chartered Institute of Marketing-UK in Malawi (2008)**

Gabriel in his individual capacity, voluntarily, successfully managed and led a market assessment projects for the Chartered Institute of Marketing (CIM)-UK in close collaboration with former CIM Regional Education Manager for Africa, Matt Brown and CIM former Director of Education Prof. Keith Fletcher. The results stepped CIM into accrediting two, CIM study centers in Malawi and include; Western College and PACT College which on the other hand got a global academic recognition by The Chartered Institute of Marketing.

Until 2012, he has been playing a critical role in researching (market sensing) in order to manage the tripartite relationship between CIM, its members and the said accredited study centers in Malawi. This, in itself is highly involving and demands sensitivity to the industry-market issues and strategic implications that need to be properly managed and controlled to ensure continued growth of the Chartered Institute Marketing, membership, its reputation, relationships and programmes in Malawi, with regard to the international competition affecting CIM and its said accredited centers.

- **FOUNDER AND FIRST PATRON: The Chartered Institute of Marketing Malawi Chapter (CIM Malawi) - December 2009-** <http://www.cim.co.uk/international/malawi/>

Gabriel, also, in his individual capacity prepared a very convincing and justified proposal to CIM-UK to establish The CIM Members' Branch/Group-Malawi. After CIM board of Trustees got satisfied and convinced, Gabriel worked hard, hand-in-hand with key CIM team (comprising former Director of Education-Professor Keith Fletcher, former Head of Marketing-Susan Lawrence and former Regional Manager for Africa-Matt Brown) in establishing The CIM Members' Branch/Group-Malawi. Up to now, this helps CIM ascertain long term strategic marketing direction for Malawi. Because of his achievements in marketing at national level, CIM appointed Gabriel the **First Patron : CIM Malawi**. Gabriel is played a central role in leading and assisting The CIM in Malawi. During his tenure of office as First Patron for CIM Malawi, CIM became one of the largest CIM Members' Group in Africa.

- **FOUNDER AND FIRST BOARD SECRETARY: National Association of Project Managers in Malawi – March 2014**

From a simple study conducted by Gabriel, Malawi is swiftly sprouting a generation of project oriented executives and managers. Therefore, Project Management field is becoming a fast growing profession with many Project Managers appearing both in public, private and almost all Donor funded projects with majority of them **not** properly qualified / certified to make projects deliver desired outputs. Gabriel concluded that it is highly risky to grow a 'top-heavy' profession, not only at business level but actually at national level because success or failure of projects is handsomely connected to social – economic well-being of the population and effects are long-term.

In response to this, Gabriel developed a national initiative for the project managers in Malawi. He managed to successfully market the concept of establishing the Association of Project Managers in Malawi to help with certification and standardization programme for Malawi's project managers at the First National Project Management Conference he organized in Blantyre, Malawi on 27th March 2014, where about 30 delegates from various public and private sector industries were gathered. From this very conference, The Project Management Malawi Body was born. Gabriel is the still hinging the establishment and is appointed **National Board Secretary** for the Initiative (to date).

- **FOUNDER AND FIRST BOARD SECRETARY: Association of Certifies Fraud Examiners Chapter in Malawi - July 2014**

White Collar fraud and corruption in public and even in private sectors of Malawi are now becoming rampant these days and are one of the fastest growing evils locking business and national meaningful development. <http://www.nyasatimes.com/2013/10/21/malawi-parliament-summons-fiu-over-400-cases-offraud/> and this is at Parliament alone. Actually the situation is worsening on the ground.

The Malawi Capital City popular Cash Gate scandal aftermath has so far squeezed Malawi's public and private sectors into a desperate corner.

In response to this, Gabriel managed to make an arrangement with The Government of Malawi, The University of Malawi-Polytechnic, The Malawi Law Society, Institute of Internal

Auditors, Association of Certified Fraud Examiners Inc. (ACFE) and Financial Crime Scene Investigators (FCSI) Africa -Zimbabwe who agreed to join hands to formulate a strategy that would save both our businesses and our nation from this ugly threat.

Following this, Gabriel organized the 1st National Fraud Detection, Investigation and Prevention Conference in Malawi which took place at Malawi Sun Hotel in Blantyre-Malawi, with the purpose to give the above named corporations a platform to formulate a national anti-fraud strategy. From this initiative, The Association of Certified Fraud Examiners-ACFE Malawi was established to implement the strategy. The Country's National Executive Committee was elected with Gabriel appointed **Board Secretary (to date)**.

This 2014 FDIP Conference attracted participation from different sectors of the country including: Insurance, Banking, (Security) Malawi Police Service, NGOs / CSOs, Academia, Management Consulting, Media, Tourism, ICT, The Malawi National Assembly, Agriculture, Faithful Community and traditional Communities, Embassies, and others.

Gabriel is currently Board Secretary for Project Managers in Malawi and ACFE Malawi Chapter

A synopsis of Key Roles:

- Providing the initiative a national secretariat (administrative)
- Assisting the Executive Committees to control all the tasks leading for the two Malawi entities growth
- Promoter of the ACFE and Project Managers' Entities in Malawi
- Giving strategic direction to ACFE and Project Managers', Malawi Initiatives
- Marketing Malawi's Project Managers' Association and the ACFE brands and initiatives to key stakeholders

Corporate Breakfast for Malawi CEOs – 28th November 2014 – Sogecoa Golden Peacock Hotel-Lilongwe.

Held on 28th November 2014 in Lilongwe, the First National CEOs' Annual Corporate Breakfast organized by Gabriel Kamanga in conjunction with the Minister of Industry and Trade (Hon. Joseph Mwanamvekha) and his Ministry and other government officials, Malawi Investment Trade Centre, Business Development Facility and The University of Malawi was a successful event. About 30 delegates attended and participated in a half day Breakfast deliberations, which brought together CEOs, Managers and consultants from across the country involved in all aspects of the discussions.

The theme of this year's National CEOs' Annual Corporate Breakfast was "Dealing with the Top Ten Corporate Challenges facing CEOs in 2015." which allowed delegates to explore Root Causes, Consequences and best Solutions of the said Challenges. Gabriel automatically became the **Chairperson of The National CEOs' Annual Corporate Breakfast** whose one major role is to compile The CEOs' Corporate Breakfast annually for the attention of Malawi Government.

A RARE Meet...

The 2nd National CEOs' Annual Corporate Breakfast

THEME: Dealing With The TOP 10 Corporate Challenges for CEOs in 2016

Contributing Towards Enabling Environment

DATE: 27th November 2015
VENUE: Sunbird Capital Hotel - Lilongwe




1st GUEST OF HONOR
Ministry of Industry & Trade,
Hon. Minister, Joseph Mwanamvekha.

Who Should Attend:
The Corporate World



2nd GUEST OF HONOR
Ambassador Marchel Germann,
Head: European Union Delegation to Malawi.

Investment:
MK100, 000
Tax Exc.

To book your seat or Corporate Table, contact: Gabriel Kamanga or Tabitha Chiuta on 0882913310 or 0884437084 or email: gabrielkamanga@gmail.com or tabitha1chiuta@gmail.com

 
Business Development Facility Ministry of Industry and Trade

Other:

- Also he successfully developed/organized and sold (to all key stakeholders) a very sensitive national Chartered Institute of Marketing (CIM) Members conference (December 2009) with 44 Chartered Institute of Marketing members including Chartered Marketers, in attendance fully bought and backed by CIM-UK and well covered by media. He also managed a series of supplier - customer relationship market sensing tours (market studies) for different sectors (including banking, the NFP) and other international organizations including BEED's (Business Expansion and Entrepreneurship Development-a Germany funded SME Consulting NGO) and its clients, Fleximail, Buttery Express (Zimbabwe), CDH Bank, INDEBank Limited to mention some. The results thereto, were used to identify skills gaps leading to the development of a series of training events for the personnel of the concerned organizations.

- **An experienced lecturer and trainer;**

Gabriel is a member of The Chartered Institute of Marketing Global Tutor Team; who has since 2006 been lecturing in The Chartered Institute of Marketing (CIM), Banking and Business Management programmes, for the University of Malawi Management Centre. He has made a significant contribution towards producing professional and chartered marketers in Malawi.

All this, has created, in him, relationship meshing ability for successful alliances, collaborations, partnerships, memberships and/or networks in the corporate sector.

=====PROFESSIONAL EXPERIENCE=====

1. National Working Group on Trade Policy (NWGP)

**Assistant Forum Secretary (Temporary appointment)
November 2011**

Key responsibilities

- Helping the Chairperson and the Forum Secretary in running quarterly forums on multilateral and bilateral trade policy for Malawi
- Making sure all discussions and decisions are well minuted
- Working with the Chairman on networking with key stakeholders of NWGTP (public and private sectors)
- Information dissemination

2. CIM Malawi

Founder and First Patron

December 2009 to 2012

Key responsibilities:

- Managing key Chartered Institute of Marketing (CIM) strategic partnerships
- Market CIM Malawi Brand
- Giving strategic direction to CIM Malawi EXCO
- Decision making on key issues affecting CIM Malawi and its brand
- Controlling implementation of key CIM Malawi sales and marketing projects
- Helping the CIM Malawi EXCO get funding from CIM – UK (amounting to £5000 per annum) and other local sources
- Monitoring and controlling CIM Malawi secretariat with the assistance of the National President
- Ensuring CIM members' and students' interests and needs are carefully handled and met

3. Currently – Association of Certified Fraud Examiners-ACFE Malawi Chapter – 2014 to date

Founder and Board Secretary

- Assisting the EXCO with controlling all the tasks leading to the sustenance of the daily operations of the ACFE Malawi Entity
- Marketing and Promoter of the ACFE Malawi in Malawi
- Giving strategic direction to ACFE Malawi Initiative.
- Managing all ACFE Malawi information and transactions
- National Board Sec.

4. Association of Project Managers in Malawi – 2014 to date

Founder and Board Secretary

- Assisting the Board with controlling all the tasks leading to the sustenance of the daily operations of the Project Management Malawi Entity

- Marketing and Promoter of the Association of Project Managers in Malawi
- Giving strategic direction to PM Malawi Initiative.
- Managing all PM Malawi information and transactions
- National Board Sec.

Visiting Lectureships

---University of Malawi – The Polytechnic Management Development Center

February 2006 to date

Responsible for:

- ✓ Has been lecturing in Business Management, and Chartered Institute of Marketing (CIM).
- ✓ Researching and preparing students for international professional assessments
- ✓ Helping and guiding students in acquiring internationally recognized qualifications e.g. The Chartered Institute of Marketing (CIM).

Western University of Malawi

Since June 2008-2014

CIM Lecturer, CIM Centre Owner and CIM Partner

Responsible for:

- ✓ Managing Accreditations of the university
- ✓ Handling enquiries from international existing and potential students
- ✓ Coordinating and marketing all University courses
- ✓ Marketing Research / business environmental scanning and planning
- ✓ Lecturing in Marketing offered by CIM – Certificate to Diploma levels
- ✓ Preparing students for CIM professional exam-based assessments
- ✓ Managing students' assignment-based assessments, their logistics and shipping them to CIM-UK for marking
- ✓ Managing key stakeholder relationships particularly NACHE, CIM-UK , on-line & offline CIM students, TEVETA, courier firms and others
- ✓ Managing general issues affecting the centre and students

PACT College Since Lecturer

2008-2009

Responsible for:

- ✓ Lecturing in Marketing offered by The Chartered Institute of Marketing.
- ✓ Preparing students for international professional assessments (EXAM).

-----Business Development Facility - BDF

Since 2003 TO DATE

Senior Consultant

Summary of Responsibilities:

- ✓ Planning and Delivering marketing trainings to corporates
- ✓ General Management of the business
- ✓ Facilitating market surveys for clients
- ✓ Implementation, monitoring and controlling of BDF services e.g. Establishing Anti-Fraud Investigating Units and Training
- ✓ Managing all marketing and branding issues
- ✓ Searching and Hiring associate international and local consultants for big and technical projects
- ✓ Conferencing management

=====EDUCATION=====

- APCIM (UK)
- Two certificates in CIM CPD July 2010-2011
- CPGD-Marketing (*University of Malawi – Polytechnic Management Development Center*)- 1999
- Certificate in Entrepreneurship Development and Small & Medium Enterprise (SME) Management – (*CEFE-Germany*)-2003
- Training of Trainers Certificate (*CEFE-Germany*)- 2003
- Training of Trainers Certificate (University of Malawi – The Polytechnic)
- Training of Trainers Certificate – SACD/GIZ Regional Economic Integration
- Malawi School Certificate of Education - 1996
- Junior Certificate of Education 1994

Driving License: Clean and valid

I am now a 40 year old Malawian male, married; computer literate; willing to relocate.

REFEREES

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