

AQUILINA WAWIRA MWANDIKO

Project & Programme Management | Business Development & Partnerships | Geospatial & Remote Sensing Specialist | Digital Transformation & AI

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LinkedIn | aquilinamwandiko.com | MBA Podcast (h_da) | **Available immediately**

PROFESSIONAL PROFILE

I take complex projects and partnerships from first idea to measurable results – using data, strategic thinking and collaborative leadership. Over 15 years, I have managed projects and led teams across 12+ countries, bringing engineers, contractors, public authorities, donors and local communities together to deliver results on time and on budget.

My achievements include a digital system that improved revenue-collection efficiency by 50% for three city councils, coordinating a USD 100M+ agreement between three partner organisations through to signature, and leading a four-person team serving 20+ projects a year. Today I combine this with B2B business development – generating leads in Salesforce for an industrial sales agency – and AI, evaluating AI models for a US technology company.

PRINCE2®-certified with an MBA from Hochschule Darmstadt, I bring structured project delivery, data-driven decision-making, commercial awareness and the ability to turn complex challenges into practical results – in corporates, start-ups and public organisations alike.

CORE COMPETENCIES

Project & Programme Management

- PRINCE2®, WBS, Gantt
- Risk register / RAID log
- Business case & charter
- Budget, scope & contractors
- KPI dashboards (Power BI)

Business Development & Sales

- B2B lead generation
- Salesforce CRM pipeline
- Proposals & tenders
- Contract negotiation
- Market research & trade fairs

Leadership & Stakeholders

- Team leadership (team of 4)
- Partner & client management
- Workshops & training
- Reporting to management
- Intercultural teams (12+ countries)

Geospatial & Remote Sensing

- ArcGIS Pro / Online, QGIS
- Sentinel-1 SAR, Earth Engine
- LiDAR, GNSS & drone surveys
- Flood & climate risk mapping
- Site selection & ESG risk

Digital Transformation & AI

- AI model evaluation
- Python, SQL, data pipelines
- Process digitalisation
- Data governance & QA/QC
- ESG / CSRD analytics

Business Tools

- MS Office (advanced)
- Power BI, Salesforce
- SharePoint, Teams
- MS Project / Gantt tools
- Driving licence (10+ years)

PROFESSIONAL EXPERIENCE

AI Domain Expert – Surveying & GIS (Contractor) **Jul 2026 – Present**
Mercor.io Corporation (USA) | Remote | Part-time

- **AI application quality:** design prompts, golden responses and evaluation rubrics that test AI models on surveying, remote-sensing and GIS tasks, and document error patterns so developers can correct them.

Working Student – Business Acquisition & International Sales **Oct 2026 – Nov 2026**
VIOLA HQMC GmbH | Detmold – Germany (remote)

- **B2B business development:** market research and ranked prospect lists for four manufacturing principals across 10–12 European countries; trade-fair outreach for MSV Brno 2026; pipeline management in Salesforce CRM.

Regional Partnerships Analyst **Apr 2025 – Jun 2025**
UNOPS, East & Southern Africa Multi-Country Office | Remote – Germany

- **Partner agreements:** coordinated the partner agreement between UNDP, FAO and UNOPS for a USD 100M+ climate programme in Eritrea through to signature, aligning budget, roles and reporting obligations.
- **Business development:** built a proposal pipeline across seven countries – concept notes, proposals and opportunity tracking for regional leadership – supported by satellite-based site evidence.
- **Knowledge sharing:** organised and hosted the Partnerships Development Office Learning Event on the Back on Track methodology (May 2025) – concept note, agenda and speakers – for colleagues across East & Southern Africa.

Geospatial Officer – Surveying and GIS (Team Lead) **Sep 2020 – Mar 2025**
UNOPS, East & Southern Africa Multi-Country Office | Nairobi – Kenya

- **Team leadership:** led a team of 4 (two experts, one associate, one intern) serving 20+ programmes a year in 12 countries, aligning HQ, country offices and technical teams behind each deliverable.
- **Evidence for investment decisions:** screened 100+ solar mini-grid sites for Sierra Leone's Ministry of Energy; the platform I built narrowed the investment shortlist and tracks impact.
- **Process automation & reporting:** automated Python/SQL pipelines that cut processing time by 35% and built Power BI and ArcGIS Online KPI dashboards for programme managers, governments and donors.
- **Procurement and contractors:** procured equipment and LiDAR and survey contractors, and oversaw topographic surveys for 10 dam rehabilitations in Zambia, scope to handover.
- **Infrastructure assessments:** condition assessments of schools, health facilities and water systems in northern Mozambique to prioritise reconstruction investment.

Project Management Support Specialist – GIS (Surge Assignment) **Jun 2021 – Mar 2022**
UNOPS, West Africa Multi-Country Office | Banjul – The Gambia

- **Digital transformation:** replaced paper land records with a digital system for three city councils (AfDB-funded), supporting a 50% rise in revenue-collection efficiency.
- **Change management & training:** ran twice-monthly workshops with the Ministry of Lands and council staff to embed the new system.

GIS & Mapping Officer (Acting Deputy Project Manager) **May 2017 – Aug 2020**
UNOPS, World Bank Implementing Unit | Mogadishu – Somalia

- **Project coordination:** as acting deputy project manager, coordinated reporting to the World Bank and liaison with the city administration in a high-security environment.
- **Data-driven investment planning:** satellite flood mapping of all 17 city districts became the basis for prioritising investments in the Mogadishu drainage master plan.

Founder & Principal Consultant (part-time) **Apr 2017 – Jun 2025**
Land & Space Tech Engineers | Nairobi – Kenya

- **Business development:** won and served clients for my own consultancy end to end – prospecting, proposals and pricing, contract negotiation and quality review.

Senior CAD Technician & Team Lead **Jun 2007 – May 2017**
Howard Humphreys (East Africa) Ltd, now Atkins Consulting Engineers | Nairobi – Kenya

- **Construction supervision:** 3 years as Site Supervisor on a World Bank-funded urban infrastructure project, supervising an international contractor on drainage, roads, sewer lines and solar street lighting.
- **Engineering design & quality:** progressed from intern to team lead, overseeing CAD drawings and spatial data quality for road, utility and transport projects.

EDUCATION

Master of Business Administration (MBA) – Awaiting Thesis Defence **Oct 2024 – Jan 2027**
Hochschule Darmstadt, University of Applied Sciences | Darmstadt – Germany

- **Specialisation:** sustainability transitions, operations management and strategic programme leadership.
- **Expertise tracks:** Global Management Challenges (1.3); Project Management; AI & ML for Management.
- **Thesis (submitted Oct 2026):** Geospatial ESG Risk-Scoring Dashboards for Renewable Energy Portfolios in Germany – QGIS + Power BI, aligned with CSRD/ESRS and LkSG.

Master of Science, Geographic Information Systems **Sep 2016 – Sep 2019**
University of Nairobi | Nairobi – Kenya

- **Thesis:** Use of Climate and Geospatial Data for Run-off Projections in Nairobi County.
- **Recognition:** ZAB Statement of Comparability (2024) – corresponds to a German master's-level qualification.

Bachelor of Technology, Geoinformation Technology **Jan 2013 – Dec 2015**
Technical University of Kenya | Nairobi – Kenya | Second Class Honours (Upper Division)

Diploma in Cartography (Pass with Credit) **1997 – 1999 (awarded Dec 1999)**
Kenya Institute of Surveying and Mapping | Nairobi – Kenya

CERTIFICATIONS

- PRINCE2® Foundation & Practitioner – PeopleCert (Nov – Dec 2019)
- Project Management Essentials, 3-day course (PMI-based) – Darmstadt Business School (Oct 2025)

AWARDS

- UNOPS Executive Director Award for Excellence in Project Delivery (2020)
- UNOPS The Gambia Country Manager Award for Leadership and Outstanding Performance (2021)

MEMBERSHIPS

- Technician Member, Institution of Surveyors of Kenya (ISK), Chapter of Land Surveyors (elected 2013)
- Elected Chairperson (4 years), ~200-member savings & credit cooperative – financial portfolio
- Mentor, African Women in GIS

PUBLICATIONS & MEDIA

- Supercharging progress towards the SDGs with better data – UNOPS Insights, 2023 (lead author)
- A tale of field expeditions – ArcGIS StoryMap, 2023 (author)
- Rapid Flood Impact Insight – UNOPS Technical Services Unit StoryMap, 2024 (contributor)
- MBA podcast – Darmstadt Business School, 2026 (guest)

SOFT SKILLS

- **Adaptability:** moved from engineering to GIS, partnerships, sales and AI evaluation.
- **Emotional intelligence:** built trust with clients, authorities and partners in 12+ countries.
- **Communication:** proposals, client workshops, published article, MBA podcast.
- **Influence:** led a team of 4 and aligned authorities, donors and contractors behind shared goals.
- **Critical thinking:** strengthened proposals with satellite-based site evidence.
- **Continuous learning:** MBA alongside work; German A2 towards B1.
- **Teamwork:** coordinated engineers, clients and partners on 20+ projects a year.
- **Time management:** met tight proposal and delivery deadlines alongside a full portfolio.

LANGUAGES

English Fluent (C1) | Kiswahili Native | German A2, actively developing towards B1 | French A1

REFERENCES

Mr Dietmar Fischer
Managing Director
(Geschäftsführer)
Viola High Quality Manufacturing & Consulting GmbH
Current supervisor

Prof. Dr. Prof. h.c. Ralf Schellhase
Professor of Marketing; MBA Director
Hochschule Darmstadt
MBA thesis supervisor

Mr Jean Aboudé, Dipl.-Ing., MBA
Project & Sales Director
Zender Spaces GmbH
Professional referee

Referee contact details available on request.