

CURRICULUM VITAE

JULIA NANSUBUGA

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Profile

Date of Birth: 15th February, 1988

Nationality: Ugandan

Marital Status: Single

Summary

Julia is a well-organized, proactive individual whose values, principles and norms are based on principles. Her personal mission is to inspire individuals discover who they are, unleash their “whys”, giftings, talents to release, maximize and reach their highest potentials to impact society.

EDUCATION

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|-------------|--|
| 2012 – 2013 | Post Graduate Diploma in Project Planning and Management Uganda Management Institute <ul style="list-style-type: none">• All Courses offered in Project Planning and Management• Selected courses were Quantitative Methods and SME |
| 2007 – 2010 | Bachelor's Degree in Ethics and Development Studies Uganda Martyrs University, Nkozi <ul style="list-style-type: none">• Thesis: Examining the role of culture in the economic development of Uganda. |
| 2006 – 2007 | Uganda Advanced Certificate of Education Kabojja Secondary School <ul style="list-style-type: none">• Subjects pursued were History, Economics, Geography and Fine Art |
| 2004 – 2005 | Computer Literacy APTECH Computer Education Kampala <ul style="list-style-type: none">• Microsoft Suite |
| 2001 – 2004 | Uganda Certificate of Education Trinity College Nabbingo |

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SKILLS ATTAINED

- Certification in the Franklin Covey Suite; Leadership, Execution, Productivity, Education, San Antonio, Texas, USA.
- Certification and training in Helping Clients Succeed, Franklin Covey – Sales Performance, Kampala, Uganda
- Certification in Professional Sales Performance – Miller Heiman Global, South Africa
- Certification in the Award in Education and Training – Equip Training, United Kingdom

PROFESSIONAL EXPERIENCE

April 2021 – Present

Business Consultant, School of Business and Applied Technologies, Clarke International University

- Grow the School of Business and applied technologies through sales and marketing initiatives. The school has taken off with 13 MBA students studying fully online and revived the ICDL digital skilling short course. The school has currently moved from no revenue in last 3 years to approx 36 million within 3 months of appointment.
- Build strategies of recruitment of students and growth of the school of Business
- Support the academics coordinator in the operations
- Support of the sales team at Clarke International University

March 2018 – Present

Part-time adjunct lecturer, Refactory Clarke International University

- Facilitating and coaching aspiring software developers in leadership to build their character and competence.
- Planning, preparing, and updating lecture notes (face to face and/ or e-platform) as per the Clarke international University rules and guidelines.
- Submitting teaching/learning resources like, course outlines/breakdown, reading lists, etc.
- Carrying out lectures of the prescribed course unit(s)/module(s) as shown on the Semester/scheduled timetable(s).
- Undertake all the roles/duties as stipulated and, agreed upon with the Operations Manager, Refactory.

July 2020 – November 2020

Upskill Lead & Business Development Manager

- Build the Upskill Team and foster a constructive, innovative and creative culture.
- Developed the long-term strategic plan for Upskill and associated work plans.
- Managed the Upskill's budget, monitoring expenditure and costs against delivered and realised benefits as it progresses.
- Develop program portfolio, report on execution and optimise based on lessons learned
- Develop curriculum through partners and ensure the delivery of the new training

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services is to the appropriate level of quality, on time and within budget, in accordance with the Upskill plan and governance arrangements.

- Ensure there is allocation of common resources and skills within the Upskill's projects
- Manage third party contributions to Upskill and generate revenue based on financial targets
- Manage communications with all stakeholders and partners and build the partnerships.
- Initiate extra activities and other management interventions wherever gaps in Upskill are identified or issues arise.
- Manage risks to the Upskill's successful outcome.
- Report the progress of Upskill at regular intervals to Ventures Leadership and ensure the activities are aligned with program and partnership obligations

Sept. 2017 – Present

Director: Nately Creations Limited

- Managing the Sales Outsourcing department of the company
- Facilitation of Sales trainings and Business strategy and consulting for different companies, institutions, and organisations
- Facilitation of team building activities for companies in partnership with Q4E team
- Sales Outsourcing for Top Finance Bank Sales Reps for Account Opening
- Customized Sales Manual for Oryx Oil Limited
- Sales manual for Grand Micro Insurance Ltd
- Negotiation Skills training for Oryx Oil Limited
- Sales training and customized manuals for A-Plus Group of companies
- Digital tools training with A-plus Group
- Sales Training for Executive Bankers ABSA Bank
- Beyond the Sale training for Vicland Distributors
- Sales distribution for Forna Foods Ltd (Aunt Porridge)
- Business Strategy for Desire Beauty Products
- Strategy for A-Plus Group of companies
- Strategy and Operations for Media Department A-Plus Group of Companies
- Sales training and Business Strategy for Solar Connect

Feb. 2014 – Sept. 2017 – **Coach, Delivery Consultant, Head Education Practice; Franklin Covey Uganda, Rwanda, Burundi, Togo**

- Introduced the “The Leader in Me Process” in Uganda from the United States, (www.theleaderinme.org) under the Franklin Covey Practice of Education and was able to recruit 5 schools worth \$10,000 every 3 months and currently programme still on going in the schools.
- Managed and built relationships with Ministry of Education Primary and Secondary Departments especially with the Commissioners, worked with Commissioner in charge of training Head teachers and Deputy Head teachers for provision of leadership and execution skills for all, Director NCDC and some principal education officers
- Built strong relationship with the Franklin Covey Education International office and EMEA teams during the implementation of this programme
- Supported the Franklin Covey Education Angola and Nigeria offices during their conception of the Leader in Me process

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- Effectively coached each of the schools through the teachers and administrators of the school as the programme effectively engages them to drive these leadership behaviours to the students and effectively build a leadership culture and create action plans to see these plans coming to pass.
- Worked with BTC Uganda in their TIET project of refurbishing 4 government teacher training colleges which involved training them in leadership and execution skills these included Kaliro PTC, Muni NTC, Abilonino PTC and Mulago HTC.
- Worked with NCDC to leverage a relationship in the customized incorporation of the “Leader in Me” process into the curriculum and Franklin Covey was able to get the Certificate of Approval to teach the content.
- Worked with the Basic Working group, Ministry of Education in building the relationship for review and customized adoption of incorporating the Leader in Me programme into the curriculum.
- Building a strong working relationship with Uganda Muslim Teachers Association [UMTA] and was able to implement the programme in 2 of the 5 schools undertaking the Leader in Me programme
- Worked with Vision Group in 2017 as they selected the best teachers across the country and I took them through our leadership training that was to help them better manage and effectively run their schools; this was debuted in the New Vision on February 8th 2017, lifestyle page and title was *“Awarding-winning teachers get life skills”*
- Attended training with the Ministry of Education and all its stakeholders and beneficiaries together about Digitalizing Education in Uganda which was being introduced by the Government of South Korea in order for us to advise them on how best it can be incorporated and how relevant it can be provided to schools in Uganda.
- Governments were creating a partnership on how better to provide Education services in the 21st Century and needed our input on how it can effectively work in Uganda
- Facilitated workshops for Watoto Church 360 programme for Youth,
- Facilitated a Leadership workshop with the Senior Pastors of Watoto Church and Market place Ministry.
- Certified sales trainer under Miller Heiman Global from South Africa with teams from Ghana, U.S and South Africa.
- Certified trainer in Sales Franklin Covey’s Helping Client Succeed Sales Performance Practice regional training that took place in Uganda
- Participated in the International Europe Middle East Africa Conference with Franklin Covey International in the United States, San Antonio Texas in 2015 and in Malaysia, Kuala Lumpur in 2016
- Participated in the creation of an effective model for International partners especially in Africa with the Franklin Covey team
- Worked with the Knod Foundation program from Salt Lake City, Utah with an affiliate office in Kenya, building a relationship and incorporating Franklin Covey’s Leadership College students programme into their yearly entrepreneurial program.
- Building a relationship with Uganda National Teacher’s Association Uganda [UNATU], availing leadership and execution training for the teachers.
- Training and coaching a school in Congo, Goma called “unJourNouveau”, Africa New Day for 1 week and e-coaching under the Leader in Me process for a period of 1 year.

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Sept. 2012 – Feb. 2014 - **Delivery Consultant, Client Partner; Franklin Covey Uganda, Rwanda, Burundi, Togo**

- Sales Management and building Client Relationships under Corporate Sales
- Delivery Consulting i.e., conducting trainings based on the diagnosis done during the Business case conversations.
- Managing Client relationships like NGO forum, URA, Uganda Road Fund, Ministry of Finance and Planning, Privatization Unit etc.
- The Sales Segment allocated to was NGOs, Education and government and was able to have a healthy pipeline worth \$50,000.
- Building healthy long-term relationships with the clients for repeat business and referrals
- Facilitated workshops for Lower and Middle level managers for example in Airtel Uganda, UDB, and Privatization Unit – Government of Uganda etc.
- Participated in the Regional Training for Leadership Productivity Sales Performance, Execution in Zambia and South Africa in 2012 and 2013 respectively.

Jan. 2011 – June 2012 - **Program Manager; Google Uganda with Iridium Interactive Limited, Kenya**

- Training clients on how to use their new company websites for online marketing
- Managing Google partners in the SMB programme e.g., Barclays Bank, Warid Telecom etc.
- Monitoring and evaluation of the periodic trainings.
- Co-ordination and interaction with Kenya and US office on the operations of the project in Uganda
- Managed a highly performing team of the sales team of 12 people.
- Met our End of Year target of 1000 SMBs websites up on line and running effectively
- Was able to effectively run the project single handedly on ground and keep a great relationship with the team at the Google office in Kenya and the U.S hence meeting our targets
- Effectively handled each of our clients' queries and solved effectively.

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Mar. 2010 – Jan. 2011 – **Research Officer; Centre for Justice Studies and Innovations (Legal NGO)**

- Data entry and analysis of the various projects being taken on
- Participated in USAID Linkages evaluation project in data collection, analysis and providing reports,
- Participated in Save the Children's Child rights Governance Programme, pilot on the Knowledge of children's rights in data collection from the field, analysis and report provision.
- Administrative activities within the organization
- Participated in the UNICEF project of Juvenile Justice for Children Programme, collecting data, analysis and report provision.
- Rappoteuring at workshops for the different projects and organizations, and the largest was the 3-day Buganda Conference with over 1000 participants.

May 2009 – Sept. 2009 - **Service Provider; Naguru Teenage Centre**

- Conducted outreach programmes within communities
- Counselling the Youth on HIV/AIDS on the phone helpline
- Data entry and analysis of the patients
- Provided more efficiency of the process of registering the patients and accessing the services.
- Welcoming and providing the initial assistance to the patients.

May 2008 – Sept. 2008 - **Office Administrator; Council for Women's Empowerment in Africa- Uganda Chapter (CEEWA-U)**

- Supporting the CEO and project managers with administrative tasks
- Secretary for all planning meetings for projects
- Receptionist i.e., welcoming and providing the initial assistance to the stakeholders and beneficiaries of the organization

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REFEREES

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