



**Jenny Fletcher**  
**CEO**  
jenny@ariyafinergy.com

- **Proven ability to develop and raise financing for large and small-scale power plants and companies in Africa**
- **Efficient execution of planning, budgeting, monitoring and implementation of programmatic activities at international, regional and country scale**
- **Organisational development skills; streamlined operations and driven through successful organisational change**
- **Management of world class operations on multi-continent, multi-program platforms. Managed operations covering 30 countries**
- **Wide experience working in Africa with all levels of Government and parastatals.**

### **Education and Professional Qualifications**

2003	<b>London School of Economics and Political Science</b> , MSC Development Management
1995	<b>Institute of Chartered Accountants</b> , Australia, Chartered Accountant
1991	<b>University of New England</b> , Australia, Bachelor of Financial Administration

### **Membership in Professional Societies**

- Institute of Chartered Accountants Australia
- Association of Chartered Accountants in the United States

### **Career History**

#### **2016 – Present Ariya Finergy Holdings Limited, Nairobi** **CEO**

- Market leader providing fully financed energy and power quality solutions to private sector clients in East Africa
- Responsibilities include: Manage the overall growth, strategy, operations and resources of the company, Identify appropriate financing mechanisms for clients and build the client base.
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#### **2014 – Present Ariya Capital Group Limited, Nairobi** **CEO**

- Holding company focused on sustainable investments in Africa covering three mutually reinforcing sectors: clean energy & technology, infrastructure and agriculture.
- Responsibilities include: Build out subsidiary companies, specifically Ariya Leasing. Raising finances at the platform company level. Maintain strong connections throughout the public and private sectors in a number of African countries. Create and lead a strong team that is able to cover the full cycle from development to financing to sale of energy assets. Identify, develop and interrogate new projects for development and acquisition

#### **2007 – 2014 Aeolus Kenya, Nairobi** **Managing Director**

- Identified and developed large scale power projects in Sub Saharan Africa
- Leader of renewable energy IPP's in East Africa
- Leadership, planning and monitoring of all programs and operations;
- Successfully raised financing of US\$150 million for 60 MW wind farm in Kenya
- Initiated the financial operations, set-up and structures of the company

- Ensured strong financial and cost controls were in place
- Fully developed a 60MW wind farm through financial close via coordination and negotiating with financing institutions, engineering and procurement contractors and the local community.
- Created strong links within private and public sectors of the energy market in East Africa.

**1997 - 2007 International Rescue Committee (IRC), New York, Kenya, Ethiopia**

**2005-2007 IRC, Kenya  
Country Representative**

- Provided leadership, planning and monitoring of all programs and operations
- Dramatically enhanced the external perception of organization, resulting in rapid growth of the business
- Improved financial accountability and cost control by streamlining of logistics and procurement procedures, and through effective budgeting and monitoring
- Ensure a dynamic, cohesive, target oriented and focused team, matched pay to performance, managed recruitment and termination of staff
- Ensure successful community driven projects implemented on target

**2003-2005 IRC, Ethiopia  
Deputy Director**

- Provided design, supervision and implementation of all project activities
- Ensured successful program delivery through effective management, advocacy and successful proposal development
- Managed multiple field operations receiving funding from multiple donors
- Maintain program quality and implement cost control and monitoring systems
- Review and oversight for proposal development ensuring appropriate structure and design
- Managed staff recruitment, re-wrote national staff personnel policies and procedures

**1999-2002 IRC, New York  
Finance Director**

- Managed an annual budget of \$300m covering 30 countries
- Several years of financial deficit reversed through introduction of sound financial and operational procedures, resulting in a robust, net asset balance sheet, publicly recognized enhanced organizational reputation, improved stability and implementation capacities.
- Drove an aggressive reform program through the organization, substantially reducing cost, managing risk and compliance, devolving responsibility to the level of activity, delivering a training strategy for 10,000 staff, and aligning country and organization strategies.
- Managed strategic relationships with donors and partners in Washington, London, and Brussels.

**1997-1998 IRC, Kenya, Tanzania, Uganda, Southern Sudan, Rwanda  
Financial Controller**

- Managed the finance function and ensured fiscal compliance of the Kenya, Southern Sudan, Uganda and Somalia offices.
- Managed day-to-day running of the accounting function/department for 40 projects and 9 sub-offices,

**1996 – 1996 CARE Australia, Australia, Kenya, Rwanda  
Regional Controller**

- Managed the planning, strategy and entire finance function
- Ensured fiscal compliance of the DRC and Kenya program

**1992 – 1996 Ernst & Young, Sydney, Perth**

### **Supervisor**

- Advisor and team leader with a focus on small and medium size enterprises.
- Preparation of business plans, provision of sound financial advice to a variety of businesses from start-ups to medium size developed companies.
- Identify appropriate accounting, inventory and payroll software for businesses, assist with compliance work such as taxation advice and audit.