**Jacob Muddu: Senior Consultant Lead**

Jacob is a seasoned business development professional with a strong background in the financial sector, particularly in asset finance and automotive sales. He brings a wealth of experience in building client relationships, driving strategic growth, and leading successful teams.

**Key Strengths:**

* **Business Development & Strategic Partnerships:** Proven ability to develop and nurture client relationships, onboard new partners, and drive strategic initiatives.
* **Financial Expertise:** Extensive experience in asset finance, banking, and financial product development.
* **Leadership & Team Management:** Skilled in leading teams, setting strategic direction, and driving operational excellence.
* **Market Development & Startups:** Expertise in building businesses from inception, navigating regulatory environments, and achieving rapid growth.
* **Stakeholder Engagement & Risk Management:** Strong ability to manage stakeholder relationships, mitigate risks, and ensure project delivery.

**Experience Highlights:**

* **Regional Manager EA, Bank Engagement & Partnerships, Autochek Africa:** Serves as the primary contact for banking partners, driving debt fund initiatives and integrating white-label origination products.
* **Country Manager, Autochek Uganda:** Successfully launched and grew Autochek's operations in Uganda, securing regulatory licenses and establishing key partnerships.
* **Financing & Digital Products Manager, Autochek Uganda:** Established car financing processes, structured facilities, and developed innovative financial products.
* **Manager Asset Finance, NCBA Bank Uganda:** Developed and maintained asset finance products, driving revenue growth and managing risk.
* **Relationship Manager Asset Finance, NCBA Bank Uganda:** Grew the asset finance portfolio through strong dealer and customer relationships.
* **Corporate Account Manager, Airtel Uganda:** Met and exceeded revenue goals, planned sales opportunities, and negotiated contracts.

**Education:**

* MBA, Makerere University (Ongoing)
* Bachelor of Business Computing, Makerere University

**Board Memberships:**

* CEED Concordia (2024)

**Key Achievements:**

* Onboarded key banking partners, including Stanbic Bank Uganda.
* Secured lending licenses and established Autochek's presence in Uganda.
* Grew Autochek Uganda to a significant valuation within a short timeframe.
* Successfully navigated mergers and implemented strategic partnerships.
* Consistently exceeded revenue targets and drove business growth.

Jacob's extensive experience in business development, financial services, and startup environments makes him a valuable asset to Skyline HR.