



# Francois NKURUNZIZA

Mob: +250782532038

## My Contact

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✉ frankurunziza@gmail.com

☎ +250 782 532 038

📍 Gasabo, Kimironko, KG 147st,  
Plot 7

## Hard Skill

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- Applicable Agriculture
- Agribusiness: Value chain Management
- Project Management
- Business Development
- Leading Innovation

## Soft Skill

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- Public Speaking
- Presentation Skills
- Graphic Design
- Wordpress Web Development
- Leadership and team building skills

## Language skills

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- Kinyarwanda
- English
- French

## About Me

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I am a self-driven and collaborative leadership enthusiast with a professional background in Applicable Agriculture, Agribusiness and Project Management. I have a passion for driving the success of any organization seeking to bring real transformation in people's lives.

My life mission is: "To live a life where every step and action that I take results in positive change for the people around me". With my life mission, I have a strong interest in societal reform.

I strive to be part of a change that helps to realize holistic development in less privileged rural communities.

And my background has enabled me to develop solutions that benefit local residents, small businesses, and young entrepreneurs.

And always passionate about Social Entrepreneurship And Technology. I've been Involved In several business incubations. As a facilitator, Operator, Business Developer, and Digital Learning Designer In Rwanda.

## Education Background

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University	Degree/ Certificate	Major/ Covered Topics
<b>University of Rwanda, 2012-2016</b>	Bachelor's Degree with Hons in Rural Development and Agribusiness	<ul style="list-style-type: none"> <li>▪ Management of Rural Enterprise,</li> <li>▪ Marketing and Entrepreneurship,</li> <li>▪ Communication &amp; Agriculture Extension,</li> <li>▪ Development Policies &amp; Legislations</li> <li>Quantitative techniques for Agribusiness</li> </ul>
<b>International Agrostudies Center, Israel, 2020-2021</b>	Post-graduate Diploma of Applicable Agriculture	<ul style="list-style-type: none"> <li>▪ Preparation of Research Projects,</li> <li>▪ Plant protection</li> <li>▪ Agriculture Economics and Enterprise</li> <li>▪ International Standards and sustainability</li> <li>▪ Fruits tree farming</li> <li>▪ Post- harvest handling and management</li> <li>▪ Principles of modern irrigation,</li> <li>▪ Production protocol</li> </ul>
<b>Tonny Elumelu Entrepreneurship Programme, 2022</b>	From Idea to Action Business Training Certificate	<ul style="list-style-type: none"> <li>▪ From idea to action Business Planning</li> <li>▪ Financial Planning and management</li> <li>▪ fundraising for Social Enterprises</li> <li>▪ Crafting and delivering a winning Pitch Deck for any business</li> <li>▪ Product development and sales planning</li> <li>▪ Use of digital marketing tools and platforms</li> </ul>
<b>WBS Management Training, Dortmund-Germany, 2019</b>	Professional Certificate of Management for Managers and Experts	<ul style="list-style-type: none"> <li>▪ Management Skills, Leadership skills</li> <li>▪ Implementation skills</li> <li>▪ Language skills (Germany L1)</li> </ul>
<b>Rwanda Business Development Center (BDC- Rwanda), 2016</b>	Professional Certificate for Business Development	<ul style="list-style-type: none"> <li>▪ Business planning and Operations Management</li> <li>▪ Strategic Planning for Sales &amp; Marketing</li> <li>▪ Human Resource Management</li> <li>▪ Finance for Non-Financial Managers</li> </ul>

## Education Background

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		<ul style="list-style-type: none"> <li>▪ Development and team leadership</li> <li>▪ Customer Service Enhancement</li> <li>▪ Behavioral Excellence in the Workplace</li> <li>▪ Public Speaking &amp; Presentation Skills</li> <li>▪ Banking and tax system in Rwanda</li> <li>▪ Leading Innovation</li> </ul>
<b>Digital Opportunity Trust (Dot Rwanda)</b>	Professional Certificate for Social Enterprise Development	<ul style="list-style-type: none"> <li>▪ Introduction to social entrepreneurship and SGDs</li> <li>▪ Identifying problem, Know customers,</li> <li>▪ Human Centered design (ideation, prototyping, testing and Implementation)</li> <li>▪ Design value proposition, Design social enterprise model</li> <li>▪ Theory of Change, Social Impact Model, Financial sustainability</li> </ul>

## Professional Experience

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Institution	Position	Duties
Anglican Church of Rwanda, Kigali Diocese	Program Coordinator	Coordinating program field operations, Conducting Agribusiness ToT for community trainers, Producing impact reports and stories, Preparations of Quaterly Actions Plan and Budgets,
BusinessLive Class	Founder, and LMS Manager, from 2020 to Date.	Developing Learning Management System, Develop Entrepreneurial Digital Learning content, Overseeing operations, and Developing Business Models

<p>Acts of Gratitude (AOG Rwanda)</p>	<p>Learning and Communication Officer, from 2019 -2020</p>	<p>Coordinating Social Entrepreneurial programme “Ingenzi”, Training and Coaching Ingenzi Social Changemakers , Overseeing Communications, including Website Management, Contributing to writing, reviewing and approving of sales, and strategic plans, Developing Learning Curriculum and learners handouts</p>
<p>Grow Movement, UK</p>	<p>Project Coordinator, Grow Movement Consulting, 2018</p>	<p>Coordinated peer business mentorship project, Conducted social impact assessments reports and case studies, Developed a detailed project plan to track progress, Established and maintained relationships with Volunteer business consultants and Rwandan Entrepreneurs, Performed risk management to minimize project risks, Measured and evaluated project performance using Project Management system, Created and maintained comprehensive project operational manuals documentation, Attended in-person, online video and telephone meetings with international board members</p>

## References

- Jean d’Amour Mutoni, CEO at AOG Rwanda ( Mob: +250 788309736)
- Dr.Patrice Habinshuti,Phd., Operations Director at BDC-Rwanda (Mob: +250788316363)
- Dr. Benjamin Mudaheranwa, University of Rwanda (Mob: +250786545051)
- Prmitive Mukankera, founder and CEO of AAGI-Rwanda. (Mob: +250788545521)

NKURUNZIZA Francois

November, 2023





**Francois NKURUNZIZA**

University of Rwanda: Degree



**COLLEGE OF AGRICULTURE,  
ANIMAL SCIENCES AND  
VETERINARY MEDICINE**

This is to Certify that

**NKURUNZIZA FRANCOIS**

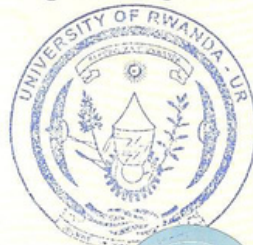
*having satisfied the requirements for the award of*

**BACHELOR OF SCIENCE (Hons)  
(RURAL DEVELOPMENT AND  
AGRIBUSINESS)**

**SECOND CLASS HONOURS LOWER DIVISION**

*was conferred with the Degree at a Congregation held in Kigali on the*

**Twenty Ninth of July in the year Two Thousand and Sixteen**




University Registrar

Vice Chancellor



CAVM/BSc (Hons) 0001155

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A "GENUINE" thread is embedded in the paper vertically through the sheet.



# Francois NKURUNZIZA

International Agrostudies  
Center, Israel, 2020-2021



In Cooperation with



**CINADCO**  
Center for International  
Agricultural Development  
Cooperation



**MASHAV**  
Israel's Agency for International  
Development Cooperation  
Ministry of Foreign Affairs



רשות האוכלוסין וההגירה  
Population and Immigration  
Authority



## DIPLOMA

This is to certify that

**Mr. Nkurunziza Francois**

Has successfully completed  
the applicable Agriculture program of

**AgroStudies** In Israel

Class 2020-2021

As specified in the attached appendix



Director  
Cinadco

Training Program Manager  
AgroStudies

General Manager  
AgroStudies



**Francois NKURUNZIZA**

International Agrostudies  
Center, Israel, 2020-2021



## Grades Sheet

**Student's name: Nkurunziza Francois**

**Passport number: PC353146**

**University: University of Rwanda**

**Country: Rwandese**

Course Name	Grade
<b>Preparation For Research Project</b>	<b>90.00</b>
<b>Vegetable And Field Crops Farming</b>	<b>83.00</b>
<b>Plant Protection</b>	<b>86.00</b>
<b>Agriculture Economics &amp; Enterprise</b>	<b>98.00</b>
<b>International Standards And Sustainability</b>	<b>75.00</b>
<b>Fruit Trees Farming</b>	<b>86.00</b>
<b>Post - Harvest</b>	<b>72.00</b>
<b>Principles Of Modern Irrigation</b>	<b>88.00</b>
<b>Production protocol</b>	<b>71.00</b>

**Final Grade: 86.19**

**The student graduated the Agrostudies program, class 2020-2021**





**Francois NKURUNZIZA**

International Agrostudies  
Center, Israel, 2020-2021



**ON-JOB TRAINING CERTIFICATE**

This is to certify that

**Mr. Nkurunziza Francois**

has successfully completed

an on job training in Israel on the agricultural farm of:

**ZARFATI IBUDIM LTD**

and fulfilled all the required tasks on the farm during the  
training program, class 2020-2021

The farm specializes in:

Horticulture – Citrus

Horticulture – fruit trees

Main farm activities:

Different work in citrus - Harvesting, pruning,  
girdling, netting trees, maintenance of irrigation  
system

צ'רפתי עיבודים בע"מ  
ח.פ. 512204819





# Francois NKURUNZIZA

WBS Management Training,  
Dortmund–Germany, 2019



WBS  
TRAINING



Rheinland-Pfalz  
MINISTERIUM FÜR  
WIRTSCHAFT, VERKEHR,  
LANDWIRTSCHAFT  
UND WEINBAU

## CERTIFICATE

Mr.

**Francois Nkurunziza**

has participated in the:

**“Management Training for Experts and Managers”**

Within the scholarship of the Ministry of Economic Affairs, Transport, Agriculture and  
Viniculture of the State of Rhineland-Palatinate

during the period from

**9 September to 15 November 2019**

Mr. Francois Nkurunziza acquired with large success  
knowledge and skills in following fields:

- Management skills
- Leadership skills
- Implementation skills
- Professional experience exchange
- Language skills

The professional experience exchange was completed at:

**Dr. Eckel Animal Nutrition GmbH & Co. KG**  
Im Stiefelfeld 10  
56651 Niederzissen

Dortmund, 15. November 2019

  
i.A. Jantje Zurbruggen  
Project Coordinator  
WBS TRAINING AG

Mainz, 15. November 2019

  
Dr. Volker Wissing  
Deputy Prime Minister  
Minister of Economics, Transport,  
Agriculture and Viniculture of the  
State of Rhineland-Palatinate



# Francois NKURUNZIZA

WBS Management Training,  
Dortmund-Germany, 2019

## Contents:

- Management skills with great success
  - Social market economy
  - Business organization
  - Marketing
  - Foreign trade
  - Human resources management
  - Project management
  - Corporate social responsibility
  
- Leadership skills with great success
  - Communication
  - Conversation strategies
  - Work management and time management
  
- Implementation skills with great success
  - Change management in an intercultural context
  
- Professional experience exchange with great success
  - Studies
  - Presentation
  - Teamwork
  
- Language skills with great success
  - German Basic Course A1



# Francois NKURUNZIZA

Rwanda Business Development  
Center (BDC- Rwanda), 2016





**Francois NKURUNZIZA**

Tonny Elumelu Entrepreneurship  
Programme, 2022



# CERTIFICATE

OF COMPLETION

WE ARE PLEASED TO CONFIRM

*Francois Nkurunziza*

has successfully completed all requirements of the Tony Elumelu Foundation Entrepreneurship program and is hereby admitted into the Tony Elumelu Foundation Entrepreneurship Programme Alumni Network

Tony O. Elumelu CON.  
Founder, The Tony Elumely Foundation







**Francois NKURUNZIZA**

Digital Opportunity Trust  
(Dot Rwanda), 2017

dot  digital  
opportunity  
trust

# Certificate of Completion

*This is to recognize that*

**Francois Nkurunziza**

**Completed 12 weeks Social Entrepreneurship trainings : Ideating,  
Prototyping, Testing and Creating Social Innovations for the  
2017 GERA KU NTEGO Competition.**

**From**

**November 2016 – January 2017**

**Ndekezi Maarifa**  
Learning Manager  
DOT Rwanda

**Violette Uwamutara**  
Country Director  
DOT Rwanda



# Francois NKURUNZIZA

## Digital Opportunity Trust (Dot Rwanda), 2017

The goal of this Foundation Course is to help Participants develop an effective business model that will reduce the risk of having their startup business fail. At the end of the course Participants will have a solid idea of their business and be prepared to present it to stakeholders. Our approach to entrepreneurship is designed to address the primary reasons that startups fail, which include:

### **POOR PLANNING AND INEFFECTIVE BUSINESS MODELS**

Participants plan their business and develop an effective business model by completing the Business Model Canvas. The Business Model Canvas is designed to encourage innovative thinking.

### **INCORRECT ASSUMPTIONS**

Participants will carry out mandatory market testing to prevent incorrect market assumptions and the development of the wrong product or service that usually lead to business failures

### **PRODUCTS THAT DON'T APPEAL TO CUSTOMERS**

Participants are led through cycles of ideation, planning, and market testing using their own business ideas to minimize the risk and scale of failure by ensuring businesses are founded on strong business models that are tested in the marketplace.

### **INCORRECT PRICING**

The participants explore a variety of pricing options, and test their pricing assumptions in the marketplace before setting a product price.

### **SPENDING TOO MUCH**

Participants think through and test their business model before spending any money on infrastructure or equipment. By the end of the course, they will have a viable, market tested business model.

**This model includes the social impact canvas that responds to social/environmental problems in communities**

## **Modules:**

1. Introduction to Social entrepreneurship and SDGs
2. Identifying a problem
3. Know your customers
4. Human centered design (ideation phase, prototyping, Testing and Implementation)
5. Estimating annual sales incomes
6. Validating the customer problem assumptions
7. Design your value proposition
8. Design your social enterprise model (Theory of Change, social impact model, financial sustainability)
9. The value proposition sheet
10. Test your minimum viable product
11. Revenue and pricing strategy
12. Reaching customers, Key activities and Resources
13. Prepare your business story
14. Prototyping, Testing, Iteration and Refining the Minimum Viable Products

DOT Rwanda P.O.Box: 5182 Website: <http://rwanda.dotrust.org> Email: [rwanda@dotrust.org](mailto:rwanda@dotrust.org)