

GIBSON JIRI SIGAUKE

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ENTREPRENEURIAL

I am a seasoned professional with a diverse background as a licensed pharmacist, serial entrepreneur and investor, currently a CEO at Xiga Fintech Inc. and Vasiga Ventures LLC.

EDUCATION

Thunderbird School of Global Management, Phoenix, AZ

May 2023

Master of Global Management - (MBA)

- Share Fellow: Thunderbird's most prestigious full scholarship executive mentorship program

University of Zimbabwe, City, Harare, Zimbabwe

May 2006

Bachelor of Pharmacy (Honors) Degree

- Research Project: Distinction

ENTREPRENEURSHIP, INVESTING AND CONSULTING EXPERIENCE

Founder and CEO, Vasiga Ventures, Arizona

(Mar 2023 – Current)

- Leadership And Vision:
 - Set The Overall Vision and Strategy for The Company.
 - Provide Leadership and Guidance to The Team.
- Fundraising:
 - Secure Funding for The Company's Operations and Growth.
- Team Building:
 - Recruit, Hire, And Build a Strong and Effective Team.
 - Foster A Positive and Collaborative Company Culture.
- Product Development:
 - Oversee The Development and Improvement of The Company's Products Or Services.
- Sales And Business Development:
- Marketing And Branding

Founder and CEO, Xiga Fintech Inc, Arizona

(May 2023– Current)

- Leadership And Vision:
 - Set The Overall Vision and Strategy for The Company.
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Venture Analyst / Innovation intern, Arizona Venture Development Corporation (Venture Capital)

(May 2022– October 2022)

- Worked with other team members on the Establishment of AVC from scratch.
- Drafted guidelines to set up AVC playbook and processes.
- Crafted due diligence processes and Investment memo templates.
- Managed deal flow and pipeline of investee companies for the fund in CRM.
- Executed Due diligence and wrote investment memos on investee startup companies.
- Executed Due diligence and wrote investment memos on investee VC firms.

- Researched possible practical exit strategies and scenarios for the portfolio companies and made recommendations to the CEO/President

Innovation Intern, Arizona Commerce Authority

(May 2022– June 2022)

- Working as part of the ACA Innovation Team which is responsible for supporting technology and science-based, start-up and early-stage companies throughout the State’s entrepreneurial ecosystem.
- Running the ACA’s startup accelerators known as “Venture Ready” and Virtual Accelerator

Thunderbird Startup Class Practicum, Thunderbird

(Jan 2022– May 2022)

- Executed Due diligence and wrote investment memos for 3 real life investee companies on behalf of InvestU and presented investment recommendations to the board.
- Crafted an investment thesis for the Thunderbird Venture Capital and Private Equity Club that is currently being adopted to raise funding for the dorm fund.

Consultant, KFN Auditing and Financial Advisory, Zimbabwe

(Jan 2018 – Aug 2021)

- Revived formerly bankrupt pharmaceutical distributor company, collaborating with auditors and financial analysts to restore profitability by reducing credit risk, securing suppliers and new customers, updating product list. I assessed the client’s financial situation and developed financial strategies to raise capital.
- Developed a business plan for an Indian company doing business in Zimbabwe: conducted due diligence on market viability and all regulatory requirements, forecasted cash flows for the next 5 years based on demand and market trends.
- Established and managed new product pipelines for generic medicines, for Matida pharmaceuticals in Namibia. Assisted in capital structure planning and cash flow planning. Supervised a team of 6 in implementing both financial and marketing strategies.
- Developed and implemented a marketing plan for Pharma Plus, in Malawi. Increased sales by 20% in one year. Improved the credit analysis and approval system and improved the accounts receivable cycle by 10 days.
- Assisted 50+ small to medium businesses in structuring business plans, raising capital and business development.

Founder and Director, Solidarity Pharma, Zimbabwe

(Mar 2018 – Aug 2021)

- Conceptualized and strategized creation of pharmaceutical distributor, wrote five-year business plan
- Served as board chairperson leading five employees in implementing business plan
- Established pipeline for Chinese pharmaceutical suppliers, completing on-site inspections and negotiations with 20 Chinese suppliers, ensuring high quality and profitability.
- Developed capital structure planning and marketing strategy.
- Strategized the exit plan through an acquisition by a large company in 2021.

Founder and Director, Feed Africa, Zimbabwe

(Jan 2018 – Present)

- Founded chicken breeding company: recruited personnel, partnered, and negotiated with vendors, secured necessary land and equipment.
- Incubated and hatched 30k chicks per month for distribution to NGOs and poultry farmers with the objective of increasing food security.

Founder and Director, Drugs for You , Zimbabwe (Mar 2012– Aug 2015)

- Conceptualized and strategized creation of pharmacy chain, wrote five-year business plan
- Served as a CEO and chairperson leading five employees in implementing business plan
- Established pipeline for Big Clients within hospitals and Clinics
- Developed capital structure planning and marketing strategy.
- Strategized the exit plan.

PROFESSIONAL EXPERIENCE

Pharmacy Manager

The Avenues Clinic, Harare, Zimbabwe

April 2016-Aug 2021

- Managed pharmaceutical department, serving a 180-bed hospital, #1 ranked in the country
- Managed all aspects of operations: budget, inventory, accounts, sales
- Increased customer base by 15% and profitability by 20% through initiating innovative program soliciting large corporate organizations and customized payment plans
- Researched, identified and resolved root cause of disengaged internal customers by creating campaigns to show pricing value and increasing customer base by 30%

- Increased customer loyalty providing translations in multiple languages serving needs of foreign customers, representing 10% of customer base

Quality Assurance Manager

CAPS Pharmaceuticals, Harare, Zimbabwe Sept 2010 -Dec 2015

- Managed the quality assurance department, supervising 70 employees, overseeing quality assurance for six different manufacturing plants, communicating with regulatory authorities from seven different countries.
- Guaranteed compliance with all technical and regulatory requirements, including communicated with regulatory authorities from seven different countries
- Conducted full audit of major Chinese suppliers following WHO guidelines, reporting findings to company board and regulatory authorities, securing approval for production
- Represented company in more than 25 audits by regional and local regulatory authorities, maintaining company reputation for high quality pharmaceutical production
- Created quality management system manual, collaborated with staff organizing training, improving adherence to quality management requirements

Plant Production Manager

CAPS Pharmaceuticals, Harare, Zimbabwe

Feb 2009-Aug 2010

- Budgeted and forecasted yearly working capital, and capital-intensive expenditures
- Initiated and revised procedures for managing customer complaints, training subordinates and improving customer satisfaction
- Facilitated strategic purchase of equipment to improve production and profitability: reviewed and validated equipment specs, collaborated with Italian technicians

Regulatory Officer and Inspector *Medicines Control Authority of Zimbabwe, Harare, Zimbabwe*

Aug 2007-Jan 2009

- Ensured compliance with government's regulatory authority guidelines and requirements
- Conducted routine and investigational inspections, ensuring market availability of safe and effective medicines and reducing availability of counterfeit medications.
- Improved efficiency of document review process by 30% by establishing new evaluation and registration guidelines

LEADERSHIP ROLES

- God Habitation Trust, Founder and Chairman, Dec 2013- present
- Loveworld Believers Network, Harare Zimbabwe, Campus Ministry Coordinator, Jun 2008 – Dec 2011
- University of Zimbabwe Christian Union, Harare, Zimbabwe, Vice Chairperson, 2005 -2006, Outreach Leader, 2004 -2005
- University of Zimbabwe, Hall of Residence Committee, Harare, Zimbabwe, Chairperson, 2005 -2006, Health Officer, 2004 -2005

ADDITIONAL INFORMATION

- English (Fluent), Shona (Fluent), Mandarin (Basic)