

Kyaligonza Warren Willis

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BASED IN UGANDA

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PROFESSIONAL SUMMARY

A results-driven professional services and implementation leader with 5+ years in SaaS implementation, executive branding, project management, and digital transformation. Proven in leading high performing teams, executing complex enterprise projects, and ensuring seamless adoption of technology solutions driving a 25% + gains in user engagement and retention. Passionate about mentoring, enhancing business processes, and driving customer success.

SKILLS & ABILITIES

Technical Skills

- SaaS Implementation & Consulting (CRM, Project Management, Collaboration Software)
- Project Management & Agile Methodologies (Scrum)
- Data-Driven Decision Making & KPI Management
- Database management (SQL)
- Programming in html and CSS
- Information Systems Strategy Management and Acquisition
- Business Process Modelling
- Information Systems Architecture

Leadership Skills

- Strategic Leadership & Team Management (Hiring, Training, Mentorship)
- Executive Branding & Thought Leadership Development
- Cross-Functional Collaboration (Sales, Customer Success, IT Teams)

Soft Skills

- Stakeholder Engagement & Client Relationship Management
- Process Optimization & Operational Efficiency
- Communication & Team Motivation
- Problem Solving and Decision Making

EXPERIENCE

2022-date

Product Manager
Standard Intern

Built and led a multi-functional team of 10 consultants, engineers, and business strategists to implement scalable SaaS solutions.

Spearheaded project delivery, achieving a 20% increase in on-time completion for cloud-based career management solutions.

Led cross-functional collaboration between sales, product, and customer success teams to enhance platform effectiveness.

Established and optimized KPI tracking systems, driving data-driven performance improvements.

Designed and executed process improvement strategies, boosting customer retention by 30%.

Key Achievement: Deployed a recruitment module that cut hiring cycle times by 30%, streamlining client operations.

2023-2025

Head of Business Development
Standard Learning

Led a team of 5 to identify and capitalize on growth opportunities, driving a 30% increase in client acquisition within six months.

Designed and executed a digital expansion strategy, increasing online visibility by 40% and penetrating new markets.

Collaborated with product teams to refine learning solutions, improving customer satisfaction by 25% through data-driven insights.

Negotiated strategic partnerships, contributing to a 15% revenue uptick through high-value contracts.

Key Achievement: Launched a hybrid learning platform, achieving a 35% user adoption rate in its first quarter.

2024-2025

Director
Executive Branding

Directed a team of 8 to deliver branding strategies for 50+ high-profile clients, achieving a 95% satisfaction rate.

Spearheaded operational enhancements, reducing project delivery times by 15% while maintaining quality standards.

Managed client portfolios and secured a 30% increase in annual contracts through strategic relationship building.

Optimized workflows, cutting overhead costs by 10% and boosting team productivity by 20%.

Key Achievement: Introduced a digital branding service, increasing revenue by 25% in under a year.

2022-2025

Founder
Standard Berkeley Limited

Built and led a 15-member leadership team, overseeing SaaS solution development and company-wide operations.

Spearheaded growth strategies, achieving a 2% market share increase within six months through innovation.

Led stakeholder engagement with investors and partners, securing funding that drove a 25% revenue boost.

Implemented a performance management system, improving operational efficiency by 20%.

Key Achievement: Enhanced client retention by 35% with personalized offerings and improved support systems.

EDUCATION

2022- Jan 2025	Bachelor of Information Systems and Technology Makerere University
2019- April 2021	Uganda Advanced Certificate of Education (UACE) Kings College Budo
2015- Dec 2018	Uganda Certificate of Education (UCE) Kings College Budo

COMMUNICATION

Strong written and verbal communication skills, including the ability to provide constructive feedback and collaborate effectively with writers, editors, and other stakeholders. Excellent level proficiency in both written and spoken English.

INTERESTS

- Playing golf
- Staying current with industry trends through webinars, conferences, and online courses.
- Volunteering with community organizations to support youth empowerment and education initiatives e.g., in Rotaract where I serve humanity as the Professional Leadership Director of Rotaract Club of Kigo Seven Lakes Golf.

PROJECTS

Standard Intern

Led the implementation of Standard Intern, a SaaS solution that connects university students and recent graduates with internship and training opportunities. This initiative has empowered over 5,000 youth to secure valuable career-building experiences.

Standard Learning

Spearheaded the development of Standard Learning, a professional skilling program designed to equip youth with the skills needed to add value to organizations or launch their own ventures. This program has positively impacted up to 1,000 youth annually.

The 7000 Men

Founded and led "The 7000 Men" as President, a community initiative empowering man through mentorship, character building, and leadership development. Built a network of over 50 men committed to growth and societal impact, fostering integrity, resilience, and brotherhood.

CONCLUSION

I am excited to leverage my skills in SaaS implementation, project management, and leadership to drive impact in any type of role; on-site, hybrid or remote role. I'm flexible across time zones and open to opportunities worldwide. Please feel free to contact me to discuss how I can contribute to your team.

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