

STRATEGY. TRAINING. ENTREPRENEURSHIP. MANAGEMENT

COMPANY PROFILE

YOUR GROWTH IS OUR BUSINESS



About The Company

STEM consult is a business consulting that was founded in 2021. It handles a wide range of business management and growth strategic work, helping organizations from different industries to reach its full potential. With a team that are experts in different fields such as Finance, International relations, Project management, Business Development, Human Rights, Business Administration as well as Marketing, choosing us could never be the wrong decision. Over the years we have been able to serve organisations in various sectors including energy, construction, agriculture, tourism, transport, and Non government organisations.

YOUR GROWTH IS OUR BUSINESS

Who We Are

Vision

To become an internationally recognized business Development consulting company

Mission

To provide a world class service that ensures all our clients achieve their objectives and goals to grow their businesses.

Values

Professionalism
Accountability
Innovation

Integrity
Cooperation
Continuous improvement

OUR FOCUS AREAS



Recruitment and outsourcing

These services encompass various solutions to help organisations find and manage talent.

Capacity building

Services aimed to enhance the skills, capabilities and performance of organizations, teams and individuals.

Project management

These services encompass various methodologies, tools and techniques to plan execute and deliver projects efficiently.

Business development

These services encompass various solutions to help organizations grow, improve and sustain their operations.

Marketing

These services encompass various strategies and tactics to promote products, services or brands.

Recruitment

- Executive Search: High-level talent acquisition
- Contingent Recruitment: Temporary or contract staffing
- Permanent Placement: Long-term employee recruitment
- Recruitment Process Outsourcing (RPO): Managed recruitment services
- Talent Acquisition: Strategic hiring solutions

BENEFITS

Cost savings
Access to specialized expertise
Improved efficiency
Enhanced scalability
Reduced risk

Outsourcing

- Payroll Outsourcing: Managed payroll processing
- HR Outsourcing (HRO): Comprehensive HR management
- Managed Service Provider (MSP): Contingent workforce management
- Business Process Outsourcing (BPO): Non-core function management
- IT Outsourcing: Technology infrastructure management

MARKETING AND SALES

Digital Marketing | Service Marketing | Customer Relations Management | Search Engine Optimization | Sales Management | Marketing Strategies | Graphic designing | Customer Service Management | Social Media Marketing

BUSINESS MANAGEMENT

Professional Ethics | Human Resource Management | Team Building | Quality Management | Risk Management | Project Management | Leadership | Negotiation skills

OPERATION MANAGEMENT

Office management | Forecasting and Planning | Operations Management | Sales Management | Supply Chain Management | Microsoft Power point| Microsoft Word | The Procurement process | Inventory Management

PROJECT MANAGEMENT

Comminications | Budgeting and Forecasting | Financial Management | Project Finance | Microsoft Excel | Stakeholder management | Monitoring and Evaluation | Reporting | Grant Management | Community engagment| Proposal writing

Improved efficiency and productivity
Enhanced leadership and management
Increased employee engagement and retention
Better decision-making and strategic planning
Enhanced adaptability and resilience

Capacity Building

- Training and Development: Workshops, coaching, mentoring
- Organizational Development: Strategic planning, change management
- Leadership Development: Executive coaching, leadership training
- Talent Management: Succession planning, performance management
- Process Improvement: Operational efficiency, workflow optimization

BENEFITS

Business Development Services

Increased revenue
Improved efficiency
Enhanced competitiveness
Better decision-making
Strategic growth

BENEFITS

- **Strategic Planning:** Business plan development, market analysis
- **Market Research:** Customer insights, competitor analysis
- **Marketing Strategy:** Branding, digital marketing, campaign development
- **Sales Strategy:** Lead generation, sales process optimization
- **Operations Improvement:** Process optimization, efficiency enhancement
- **Financial Management:** Budgeting, forecasting, funding guidance
- **Human Resources Development:** Talent acquisition, training, retention
- **Technology and IT Consulting:** System integration, cyber security
- **Supply Chain Management:** Procurement, logistics, distribution
- **Mergers and Acquisitions:** Deal strategy, due diligence

- **Digital Marketing:** Search Engine Optimization on websites and social media, Pay Per Click advertising, social media advertising, email marketing, content marketing
- **Branding:** Identity development, logo design, brand guidelines, branding package, office branding and interior design
- **Advertising:** Print, online, TV, radio, outdoor, promoters and brand ambassadors
- **Content Creation:** Blogging, video production, photography
- **Public Relations (PR):** Media relations, crisis management
- **Social Media Management:** Profile setup, content calendar, engagement

Marketing Services

BENEFITS

Increased brand visibility
Better customer engagement
Higher conversion rates
Improved brand reputation

Project Management

- Project Initiation and Planning
- Proposal writing
- Donor mapping
- Scope Management
- Schedule Management
- Budgeting and Cost Management
- Risk Management
- Quality Management
- Resource Allocation
- Stakeholder Management
- Project Closure
- Project reporting
- Project supervision

BENEFITS

Efficient project execution
Reduced risks
Cost control
Scope managed
Improved stakeholder satisfaction

OUR CLIENTS



OUR CLIENTS



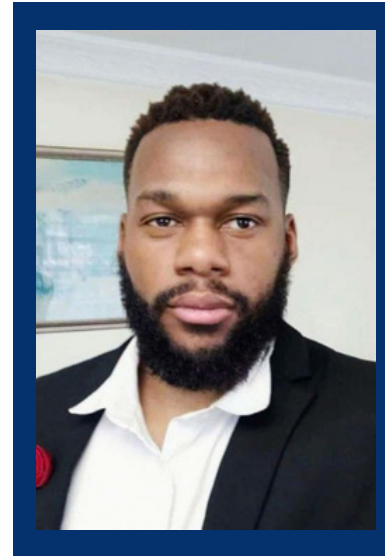
Our Consultants



Sandra Mtaula

A seasoned business development expert with 7 year of experience in business development, marketing, project management and capacity building. Holding 2 Bachelors in banking and finance and Bachelors in marketing. With certifications in project management, digital marketing and customer relations

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Bentry Chimaliro

A Finance and entrepreneurship expert with 3 years experience in capacity building, mentoring, project implementation and coaching. With a Bachelor in International business and Certifications in Financial analysis, accounting and business

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Abel Mwenebanda

An award winning published author of finance and entrepreneurship books, with 7 years experience in finance and capacity building. Holding a Bcom Banking and Finance.

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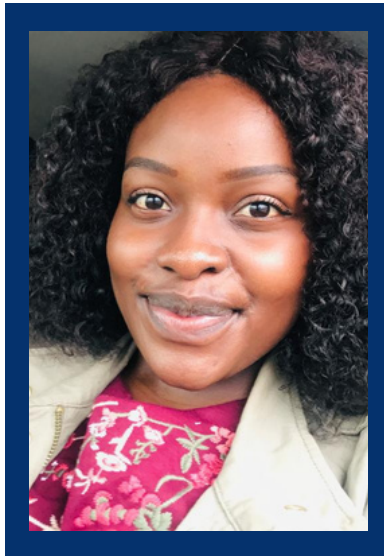


Apaliwanje Nyondo

A political scientist and projects expert with 5 years experience in project management, events management, policy creation and implementation. Holding a bachelors degree in political science and pursuing a master sin public administration.

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Khumbolane Nyirenda



A human rights specialist with 6 years of professional experience and training in technical aspects in Rights Based Approaches in programming, gender, advocacy, public health, good governance, Sexual Reproductive Health and Rights, safeguarding and social inclusion mainstreaming. A Bachelor of Social Science Degree Holder in Human Rights minoring in Development Studies and currently pursuing a Master's Degree in Transformative Community Development.

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Dalitso Mtaula

An environmental and social expert with 5 years of experience and 9 years of experience in entrepreneurship and project management. Holding a BSc in Social Work and a MSc in Diplomacy and International Relations

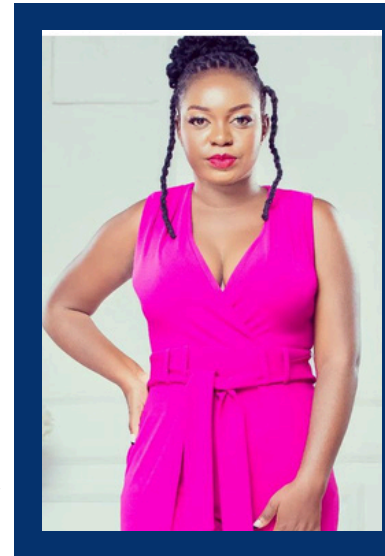
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David Moffat

A banking and entrepreneurship specialist with over 7 years experience in bankings, finance, entrepreneurship and project management . Holding a Msc in Entrepreneurship, Bcom in banking and finance and certification in marketing, finance and business management.

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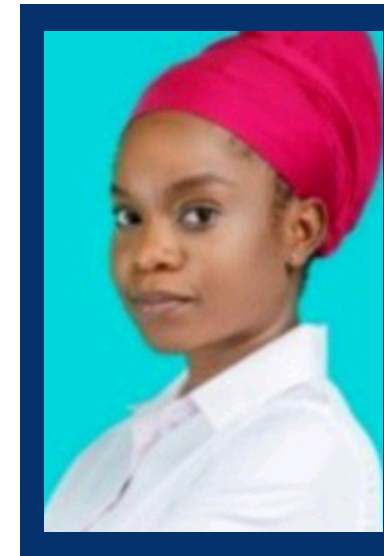


Lydia Mkandawire

A Monitoring and evaluation expert, with over 7 years experience in project management, M and E and community engagement. Holds a BSc in economics and Bcom in Accounting.

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Sandra Ngaunje



A seasoned graduate Architect with a passion for sustainable building and entrepreneurship. With over 9 years experience in entrepreneurships, business management, interior and structural designing.

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Lumbani Moyo

A highly skilled and trained Accounts and finance expert, with over 8 years experience in accounting, auditing, project finance and financial analysis. holding an MBA in accounting and BCOM in accounting with certification in finance and business management

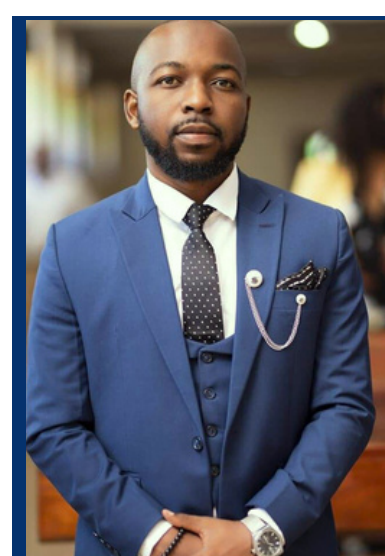
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Bruno Mwalwanda

A highly skilled accounts and finance expert with 7 year of experience in project finance, auditing and grant management. Hold a Masters in management and a Bcom in accounting.

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Blessings Chule

A Certified Information Systems Auditor and a holder of a Bsc in Business Information Systems with over 7 years of hands-on experience in the IT field. My expertise spans a wide range of IT domains, including Systems Auditing, Network Administration and Software Development.

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