

CLIFFORD COLLINS OCHIENG

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CHIEF OPERATING OFFICER | STRATEGIC TRANSFORMATION EXECUTIVE

EXECUTIVE POSITIONING

Visionary Chief Operating Officer and Strategic Transformation Executive with over 10 years of experience orchestrating enterprise-wide operational scale and digital transformation. Known for fusing engineering precision with macroeconomic acumen to design resilient, AI-optimized organizational architectures. Proven track record of maximizing shareholder value, executing rigorous P&L stewardship, and leading cross-border market expansions. Ready to architect and execute next-generation operational strategies that drive sustainable global growth.

CORE EXECUTIVE COMPETENCIES

- **Strategic Leadership:** Enterprise Operations, P&L Stewardship, Board-Level Governance & Compliance.
- **Transformation:** Digital Transformation, AI-Driven Workflow Integration, Resilient Architecture Design.
- **Growth & Expansion:** Cross-Border Market Expansion, Capital Allocation, Commercial Real Estate & High-Value Asset Brokerage.

EXECUTIVE PROFESSIONAL EXPERIENCE

Luxus Klasse Akustik

2024 - Present | Nairobi, Kenya

Founder & Chief Executive Officer

- Architected the enterprise strategy and operational blueprint for an emerging African audio-visual technology startup, establishing robust R&D, supply chain, and GTM frameworks.
- Direct full P&L, capital allocation, and investment strategies, successfully structuring the organizational architecture for scalable market penetration across the continent.
- Prepared comprehensive investor pitch structures, market segmentation strategies, and scaling models for initial funding rounds.

Innovative Tech Solutions

2019 - 2024 | Los Angeles, USA

Senior Operations & Technology Executive

- Spearheaded the end-to-end digital transformation for a 45+ person cross-functional division, deploying AI-driven workflows that reduced operational friction by 60%.
- Administered rigorous P&L oversight, shrinking corporate overhead by 20% through strategic vendor negotiations and lean cost-governance modeling.
- Reengineered core operating models, driving a 25% surge in product adoption and significantly elevating market responsiveness.
- Designed and instituted comprehensive compliance frameworks, mitigating enterprise risk by 40% while serving as the primary operational liaison to the Board of Directors.

AppLabX / Family Office

2016 - 2019 | Remote, Los Angeles, USA

Chief Operations Coordinator (Consultant)

- Governed strategic asset allocation for international high-net-worth portfolios, delivering 30% aggregate growth via disciplined financial stewardship.
- Orchestrated multi-million dollar high-stakes valuations, due diligence, and brokerage processes for extensive commercial real estate and high-value asset portfolios.
- Executed complex cross-border expansions into 3 distinct markets, engineering localized legal and operational structures that generated a 15% increase in top-line revenue.

- Led cross-functional Agile engineering teams in the deployment of advanced e-commerce architectures using tools like Jira and Asana, resulting in a 25% boost in user engagement.

Moscow Multinational Corporation

2013 - 2016 | Moscow, Russia

Administrative & Compliance Associate

- Streamlined full-cycle financial operations, consistently delivering audit-ready reporting and optimizing accounts receivable/payable cycles for enterprise efficiency.
- Facilitated Board and C-suite communications, ensuring 100% adherence to complex international regulatory filings and corporate governance mandates.

EDUCATION & CREDENTIALS

Doctor of Business Administration (DBA) - Università degli Studi Guglielmo Marconi, Rome | 2026

Master of Business Administration (MBA) - European Institute of Leadership & Management, Dublin | 2023

Bachelor of Science in Mechatronics Engineering - Jomo Kenyatta University of Agriculture and Technology | 2019

Bachelor of Science in Economics - Moscow State University, Russia | 2014

SELECTED EXECUTIVE CERTIFICATIONS & TOOLKIT

- **Key Certifications:** Chief Compliance Officer (CCO) & Certified Product Owner (CPO) - MTF Institute (2025); Advanced Diplomas in Corporate Management and Strategic Transformation.
- **Strategic Toolkit:** Corporate Strategy Development, M&A Integration, Capital Budgeting, SaaS Ecosystem Management, ESG Governance.
- **Platforms & Technologies:** Salesforce, NetSuite, QuickBooks, Azure AI, OpenAI, Anthropic Claude API, AWS Cloud Infrastructure, Microsoft Dynamics 365, Power BI, SPSS, Jira, Asana, OBS Studio.