



# COMPANY PROFILE

Consulting for what's Next

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# Our Mission



To **strengthen** Companies through practical capacity building, effective business systems, and focused advisory support that improves performance and sustainability.

# Our Core Values

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## **Integrity**

We act with honesty, transparency, and accountability in all our engagements.

## **Professionalism**

We maintain high standards in conduct, delivery, and communication at all times.

## **Client Focus**


We listen carefully and design solutions that respond to real client needs.

## **Excellence**

We commit to quality, consistency, and continuous improvement in our work.



# Company Overview



Nexvance Consult is a fast growing capacity building and advisory firm based in Lilongwe, Malawi. We focus on strengthening businesses, organizations, and institutions through practical training and the development of effective business systems.

We work with small and medium enterprises, NGOs, Public institutions, and growing Companies that want clear structures, skilled teams, and sustainable growth. Our work is grounded in real operational challenges faced by



## Capacity Building and Professional Training

Training is the core of our work. We design and deliver structured, practical training programs tailored to the needs of businesses and organizations.

Our core training pillars include:

**Sales, Client Acquisition, and Business Growth** - Practical sales skills for founders and teams - Client acquisition strategies for Companies - Business development and relationship management - Proposal writing and tender readiness - Customer retention and growth planning.

**Financial Management for Business Owners and Managers** - Cash flow management - Pricing and costing - Budgeting and financial planning - Understanding financial reports - Financial discipline and control.

**Leadership, Team, and Human Capital Management** - Leadership development for founders and managers - Team management and performance systems - Staff motivation and accountability - Basic human resource management practices - Workplace culture and communication.

**SME Startup, Systems, and Growth** - Business startup fundamentals - Business systems and process design - Standard operating procedures for SMEs - Growth planning and scaling basics - Risk management and compliance awareness.



## Business Systems Development and Advisory

Beyond training, we support organizations to design and strengthen their internal systems.

Our advisory support includes:

- Business process mapping and improvement
- monitoring and reporting systems
- Performance review and planning sessions
- Practical tools to improve efficiency and accountability

Our approach is realistic and aligned with the size and capacity of each organization.



# Our Services



# Executive Management

## **Managing Director** **Nengezwayo Jere**

The Managing Director provides overall leadership and strategic direction for Nexvance Consult. The role focuses on business development, partnerships, quality assurance, and ensuring that all services align with the firm's vision, values, and professional standards.

## **Consultant** **Enerst Pondani, MBA**

Supports advisory and training engagements in business management, organizational planning, and performance improvement.

## **Consultant** **Blessings Malingah** *MSc (Data Science)*

Provides analytical and technical support in research, data analysis, monitoring and evaluation, and evidence based decision making.





# Executive Management

**Enea Nkhoma**  
*MBA*

Supports executive leadership in strategy, operations, and systems development, with a focus on strengthening internal processes and driving organizational growth.





# Our Approach

- 1. Needs Assessment:** *We begin by understanding the client's context, challenges, and objectives.*
- 2. Tailored Design:** *We customize training content and advisory support to address specific gaps.*
- 3. Practical Delivery:** *We use clear language, real examples, and hands on tools.*
- 4. Implementation Support:** *We support clients to apply what they learn within their operations.*
- 5. Review and Improvement:** *We assess progress and refine approaches where necessary.*

[www.nexvanceconsult.org](http://www.nexvanceconsult.org)

SWIPE





## Who We Work With?

1. Small and medium enterprises
2. NGOs and development organizations
3. Startups and early stage businesses
4. Private Companies
5. Public Institutions

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# Why Nexvance Consult?

Strong focus on  
practical capacity building

Clear understanding  
of SME and organizational  
challenges

Structured and professional  
training delivery

Flexible engagement models,  
in house, online, and blended

Commitment to results  
and long term value



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