



District Leader

Biographical Information

Candidate's Name: Terry Wambui Odiko

Candidate's Office: Division Director

District Number: 114

Toastmasters member since: April 2016

Education:

MBA Marketing – University of Nairobi (in progress)
BA Communication - Daystar University

Toastmasters offices held and terms of service:

- Area Director
 - Immediate Past President
 - Division D Assistant CGD – 2019-20
 - President, VPE, VPM and Treasurer
- *Please see attached offices held list

Toastmasters honors and recognition:

- 2019 - Division D, D114 International Speech Contest Winner
- 2018 – D114P Evaluation Contest 3rd place winner
- 2017 – EATC Table Topics Contest 3rd place winner
- 2018 – Triple crown in the Legacy program, CC, CL, ALB
- 2020 – Triple crown in Pathways, DL2, DL3, DL4, DL5, SR1
- Club Sponsor & Mentor

Relevant work experience and how it relates to Toastmasters and your role as a District leader:

Sales. Marketing. Customer Excellence in FMCG. technology and most recently renewable energy sectors across East Africa. Currently a consultant trainer and budding entrepreneur. I am passionate about leadership development, customer excellence and adding value to individuals and teams in all aspects of communication. My various club roles and currently as Area Director have reinforced my commitment to additional opportunities to serve by encouraging, supporting and motivating others to find their voice, become better communicators, and ultimately leaders in their workplaces, business interactions and communities.

What experience do you have in strategic planning?

- Contact Centre management of an organization within renewable energy sector initially within Tanzania and later within East Africa – Kenya and Rwanda
- Marketing development of an organization in information technology sector that targeted Government, enterprise, medium and small partners

The above among many other jobs undertaken all require an understanding of plans, people as well as processes to deliver desired results

What experience do you have in the area of finance?

Preparation of budgets, management as well as reporting on the same for different departments that I headed specifically Customer Care as well as Sales, the latter in fast moving consumer goods FMCG companies

What experience do you have in developing procedures?

- The Contact Centre rollout involved developing procedures from scratch – hiring talent, establishment of customer service standards, work processes, measurement as well as rewards and recognition. As a result, replication across country offices was timely and efficient
- From Toastmasters, my involvement in preparation of various success plans (club and area) has given me a deeper knowledge of procedures and how these relate to goal achievement

What lessons did you learn from previous leadership positions?

- A better appreciation of my leadership style (democratic and coach) and how to be an effective leader in different situations
- People are motivated by different things. At the work place, this is easier to manage while at Toastmasters, it is critical to understand and harness given that it is largely servant leadership
- In as much as there are plans and processes, people are the most important equation in any organization and nothing beats leadership by example – know, show and go the way as John Maxwell says

Why do you want to serve as a District leader?

- Different leadership roles served both at club and area level have taught me great lessons in integrity and excellence. These will be equally useful at Division director level in achieving the District mission
- My growth as a better communicator has empowered me to be able to mentor, support and encourage others in this Toastmaster journey. Respect and value for others is key
- The role of Division Director offers another opportunity to grow while serving. It also increases the sphere of influence across members, clubs and areas thus empowering more people achieve excellence

In your opinion, what are the District mission's major objectives and how would you work to achieve them?

The district mission is twofold – to build new clubs and support all clubs in achieving excellence.

- New clubs – support and encourage AD's get prospective clubs to charter – awareness, demo meetings, power of networks. Identify and suggest new club locations, motivate AD's to action on the same while offering them support needed – club sponsor and mentor identification and training
- Achieve excellence – Preparation of success plans across Division, Area and Clubs as roadmap for how to define as well as deliver excellence. Empower members through COT, conducting MOT's, identify training needs and work with PQD and CGD to meet them. Remember the member as we make Magic

Additional information about yourself:

- Married to Bobi and mother to Fadhila my 9yo daughter
- Passionate about working with children – hold sessions with pre-teen girls on various topics
- Enjoy reading books
- TEDxMajengo Speaker coach