

# CHRISTOPHE NYINDU MUSONGO

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## BUSINESS MANAGEMENT | PROJECT MANAGEMENT | BUSINESS DEVELOPMENT

Strategy Development ∞ Growth Catalyst ∞ Success Creator  
"Turning vision into reality"

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**Christophe Nyindu Musongo** offers over 20 years of comprehensive achievements across Information and Communications Technology disciplines for organizations in various industries. Savvy operations leader with an indelible reputation for delivering inventive business strategies and client-focused solutions that improves margins.

Christophe grew up in Africa and Europe, where he studied and started his professional career. At the start of the 1990s, in his mid-twenties, holding an undergraduate degree in Finance Management, Christophe immigrated to Canada. Coincidentally, the 1990s was a turning decade for the Internet and the discovery of the Web by the public, thus presenting a range of opportunities in the Information and Communication Technologies Sector in Canada and worldwide. Christophe seized the occasion to re-focus and redirect his career path and leapt into this new era of rethinking business processes and technology, by attending training and certification programs in Information Technology.

An active member of the Project Management Institute (PMI) since 2002, Christophe was educated in, Belgium, the Democratic Republic of Congo and Canada, and holds higher education qualifications in Finance Management, Business Management and Economics. He has also attended training and certification programs in Information Science, Telecommunication Management & Technologies, Project Management and Sales. He is fluent in English, French and other African languages. He has conducted corporate training sessions, seminars, and workshops in both English and French.

During his career, he held progressively mid-management and management positions with companies in the Information and Communications Technologies (ICT) and Finance sectors.

With his broad range of professional experience, Christophe can wear many hats:

### **In Business Management**

Christophe Nyindu Musongo has managed multiple projects aimed at developing corporate strategy, executing client and data migrations, improving operational processes and developing/enhancing technology capabilities. He is an assertive, organized, and versatile individual with a data-driven and thought leadership approach to management.

### **In Project Management**

Christophe Nyindu Musongo has a strong experience in the development and implementation of strategic, technology, and process improvement-related projects in the Information and communication technology (ICT) and financial industries. The main objective is to apply business performance management experience, presentation, and communication skills, and analytic and thought leadership abilities.

### **In Client Relationship Management**

In addition to his project management experience, Christophe Nyindu Musongo has a proven track record of developing and retaining strong client relationships by understanding business needs and delivering on promises. He has managed stakeholders at all organizational levels and led cross-functional teams (including remote and virtual teams) in technical and business environments. He possesses strong verbal and written communication skills with a demonstrated ability to communicate complex issues and ideas to all levels.

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### In Business Development

Christophe Nyindu Musongo has advised executive-level associates on business development strategies for growth. He has a proven ability to drive business growth through sales initiatives that deliver revenue growth, market share, and market penetration. He is a highly innovative and results-oriented professional with strong success in Business-to-Business Consultative Sales recommending solutions to clients based on their needs and challenges.

He has experience orchestrating key business opportunities in South Saharan Africa for multinational companies. He works with Western corporations, African businesses, and African public administration authorities in facilitating international business investments. His significant private and public sector network positions him uniquely to assist investors in navigating through African regulatory hurdles and complex bureaucratic procedures.

### In Public-Private Partnership

Christophe Nyindu Musongo offers advisory and project management services for Public-Private Partnership arrangements.

He understands the potential benefits and the importance of Public-Private Partnerships (PPPs) as an alternative to the Government’s conventional approach and process for implementing development projects. Especially the benefits related to private financing and performance-based payments giving the advantage of the potential for greater value for money over the entire life of a project. The PPPs allow the government to focus on functions such as defining the level and quality of public services and the private sector to focus on what it knows better, the project/solution’s delivery: the design, the build, the operation, and the maintenance.

He also understands that PPPs may not be the right option for every government and every project. He advises and assists in weighing the options, and conditions to enter into PPPs agreements. For Christophe, three broad conditions are essential to increase the success of PPPs.

The first condition, the potential to transfer risks to the private partner is important as is the ability for the public partner to clearly define and measure the desired outcomes, and the proposed solution should have the potential for innovation.

The second condition is a clear and effective distribution of risk between the public and private sectors. Sharing risk is an important driver of PPPs benefits but to realize the benefits, risks must be carefully allocated to the partner that is most able to manage that risk. The private sector can better manage business-related risks while the public sector is better suited to handle regulatory risks; some risks should be shared between the partners.

The third condition, the public-sector partner should have the capacity and expertise to carry out the procurement process from beginning to end. That means being able to: create and maintain support for the project internally and with the broader public; construct a business plan with a proper value-for-money calculation; and monitor the private-sector partner throughout the contract.