

ANDREW MUGISHA

AI Implementation Specialist | Full-Stack Developer | Enterprise Sales & Client Success

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PROFILE

Hybrid technology and sales leader with over a decade of experience spanning full-stack software development, enterprise sales, and AI implementation. Currently helps enterprise clients adopt generative AI into their sales and operations workflows, while building a fintech lending platform on the side. Previously ran a web and mobile development agency as Managing Director. Comfortable moving between client-facing strategy conversations and hands-on technical execution.

CORE SKILLS

AI & Automation: Generative AI implementation, workflow automation, AI-assisted development, prompt design for business use cases

Sales & Client Success: Enterprise account management, consultative sales, CRM optimization, renewals & upsell strategy

Technical: JavaScript/TypeScript, React, React Native, Node.js, AWS, WordPress, Git, responsive web design

Leadership: Team building & mentoring, P&L ownership, stakeholder management, cross-functional coordination

PROFESSIONAL EXPERIENCE

IgniteTech – Remote

Oct 2024 – Present

AI Innovation Specialist – Sales

- Design and deploy generative AI workflows, automations, and internal tools that support sales pipeline optimization for enterprise clients.
- Manage a portfolio of enterprise client relationships, proactively addressing needs to sustain strong retention and renewal outcomes.
- Build consultative partnerships with client stakeholders, translating business challenges into tailored AI adoption strategies.
- Advise clients on best practices to help them get more value from their existing technology investments.
- Identify and pursue account expansion opportunities by demonstrating the practical return on investment of broader AI implementation.
- Apply generative AI to lead scoring, customer data management, and sales forecasting workflows.
- Use client feedback and product usage data to continuously refine engagement and satisfaction.

LoanTabs – Uganda

Apr 2022 – Present

Co-Founder

- Co-founded and help lead development of LoanTabs, a cloud-based loan management platform for money lenders and microfinance institutions.
- Own product direction for core lending workflows, including borrower management, loan disbursement, and repayment tracking.

GA Arymic Company Ltd. – Uganda

Aug 2018 – Mar 2024

Managing Director & Full-Stack Web Developer

- Owned company strategy, financial performance, stakeholder relationships, and team culture as Managing Director.
- Led the team delivering generative AI integration services for client projects.
- Directed development of multiple web and mobile applications using React, React Native, and AWS.
- Mentored junior developers and introduced AI-assisted development practices to improve team output and code quality.

MOGAS Uganda Ltd. – Kampala, Uganda

Feb 2015 – Jul 2018

Sales Manager

- Led, trained, and motivated the sales and marketing teams, setting targets and forecasting growth.

- Identified market opportunities and developed strategies to grow market share.
- Built and maintained relationships with existing and prospective clients; represented the company at industry exhibitions and conferences.
- Prepared sales budgets, financial projections, and performance reports for senior management.

Mantrac Uganda Ltd. – *Kampala, Uganda*

Feb 2013 – Jan 2015

Sales Engineer

- Analyzed sales and operational data to inform forecasts, pricing decisions, and new-market identification.
- Consulted with prospective customers to scope needs and recommend suitable equipment and solutions.
- Partnered with executive leadership on sales quotas, strategy, and expense budgeting.

EDUCATION

Kyambogo University – Bachelor of Engineering, Mechanical & Manufacturing Engineering

Sep 2007 – Dec 2011

Zero To Mastery Academy – Certificate, Full-Stack Web Development

Jan 2020 – Jun 2020