



AKUA NYAME-MENSAH

EXECUTIVE COACH & STRATEGIC ADVISOR

HELPING LEADERS FOCUS AND
CONNECT TO SCALE

Akua Nyame-Mensah is an Certified Executive Coach and strategic advisor with emerging market leadership experience.

Akua spent over four years building and growing an online business as a regional Managing Director at Africa's first tech unicorn, Jumia Group. While there, she co-founded Ghana's best online real estate marketplace and was promoted to run Jumia House Nigeria. At Jumia, the teams she led transformed the way real estate developers and agents conducted their business. They introduced hundreds of companies to online marketing and turned agents into agencies. In late 2017, she assisted in finalizing the merger to competitors and was instrumental in the transition.

Akua was born in the US, raised in Cote D'Ivoire, Ghana and Tunisia and moved to Lagos, Nigeria in 2015. As a result of her multicultural upbringing, she has a unique take on how to build community, expand understanding and gain clarity. Akua has built, run and advised diverse teams of various sizes in the for-profit and nonprofit sectors and is dedicated to improving her skills as a leader and a coach.

Akua has a professional coaching certification and is certified to administer and interpret the personality type Myers-Briggs Type Indicator® (MBTI) instrument and the cognitive ability ProfileXT assessment. She has an undergraduate degree from Bryn Mawr College, master's in City Planning from the University of Pennsylvania, and a leadership-focused MBA from the Rwanda based Africa Leadership University School of Business.

Her decision to launch a coaching and consulting practice stems from her desire to help people be more intentional and build internal and external systems to accomplish their professional and personal goals confidently. In addition to providing direct support to individuals and teams, Akua develops training, facilitates sessions and creates online products and services based on the customers she has served.

I'VE WORKED WITH



Akua leverages her unique leadership experience, coaching training and knowledge of personality and cognitive assessments to deliver insightful presentations and facilitate conversations to move people to take action. Below are the most common topics she is asked to speak about, if there's something you don't see below, reach out to and let her know.



TOPICS

Strategic Planning, Alignment & Accountability - Time is the most precious asset anyone has. Whether you are an individual or part of a senior leadership team, deciding what to do with your time can be a daunting task. Leveraging her strong organizational skills and coaching experience Akua helps participants reflect, brainstorm and select initiatives. Akua challenges clients to assign tasks and build internal and external accountability measures to increase productivity.

Engage your team and build a culture to win - Having built a team and brand from the ground up, Akua has experience recruiting and managing individuals towards a common goal. Focusing on developing a shared language and building trust and safety, Akua challenges clients to improve connections and awareness.

I'VE SPOKEN AT

seamless
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techplus

mest

Fempower
Africa

scale my hustle

Move forward and build grit as a leader in the face of uncertainty - Being a leader can be lonely. Being a startup leader can be not only lonely but very confusing. Akua was given the opportunity to launch an online business at the age of 25. Leveraging her experience as a fast-growing startup leader, Akua encourages clients to cultivate habits that will enable them to be more resilient and productive.

Self-awareness and a growth mindset - Understanding our preferences, building on opportunities for growth and communicating our strengths is key to being successful. With the aid of personality and cognitive assessments, Akua helps increase clients' ability to reflect and move forward.



PRAISE

"The specific results I saw in my team members after the coaching were:

- My team members were more prepared to do a performance review with me, and
- It felt easier to align company and team goals with their personal goals.

While as a company we have always believed in coaching, one of my main concerns with signing members of my team up for coaching was the inability to see the specific way that it would lead to impact. I can see from the results as a team manager that my team members are more aligned and more accountable for their success."

David Yen
Corporate Coaching Sponsor
Head of Strategic Growth, BitPesa

"Akua and I worked closely together at Jumia House. She is a strong people leader with a rare talent for both crafting strategy and ensuring excellence in execution. Her collaborative communication style coupled with diligent work ethic makes her a highly valuable asset to growing organizations. She brings vibrancy and integrity to her teams and was a pleasure to work with. I highly recommend her skills to companies & individuals looking to find solutions to difficult problems and have a lasting impact on the world."

J. Allie Morse
Former Manager
Director, Launch & Expansion at Postmates

"I think a lot of people underestimate the importance of thinking out loud with someone who is not biased and doesn't know you...From the session, I got an action plan on how I'm going to change my decision-making process and some great reflective questions that I can use daily. After completing the session, I felt quite energized and clear-headed. Akua is a great person to think out loud with and a great listener."

Arielle Nkanika Umwiza
Coaching Client
Marketing and Communications Associate
ALU School of Business

"I was not sure what to expect and if it would be valuable, but the key messages are simple yet impactful. Sharing experiences with professionals from industries outside my sphere including creative and tech was my favorite part of the session."

Yetunde Oladeji
Leadership Masterclass Participant
Associate Director, PwC

"Coaching has been an interesting journey of discovering myself and finding some clarity around my personal challenges. I liked the questions asked, I found them relevant and I felt that the coach was really paying attention to me. Her encouragement was very helpful and she created a safe environment for me to safely acknowledge and face my uncertainties..."

Arnaud Niyongabo
Coaching Client

AS SEEN IN



