



233 Oashika Road  
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[www.nai-texdevelopment.com](http://www.nai-texdevelopment.com)

## **COMPANY PROFILE 2026**

NAITEX Developers LTD is a professional engineering and construction company with an exemplary record of delivering timely, courteous & professional construction services. The company's directors and key personnel have had a combined experience in the construction industry of 40+ years involving civil works, utility works, civil engineering design, and HVAC mechanical works. The firm's clients who include municipalities, private developers and government agencies are always served to the uttermost. NAITEX directors have design and construction experience in Kenya and the United States and strive to deliver on budget and professional projects in Kenya and surrounding countries.

NAITEX Developers LTD specializes in doing building works and civil works inclusive of underground utilities, boreholes, water reticulation systems, sewage and storm water pipe laying, road construction, site development, sports and recreational facilities, and associated landscaping as required. The company principles have experience utilizing horizontal directional drilling techniques and equipment and the company is in the process of acquiring similar equipment for use in Kenya. The company is NCA registered as per Kenyan laws and regulations.

The company's principals have worked both in the United States and in Kenya and have specific experience successfully completing projects for the United States Military. These include works at the Abilene Airforce Base in Texas, Ballistic Missile Defense System Test Bed Facilities in Fort Greely Arkansas, and many more as highlighted in the curriculum vitas below.

The company employs only the most talented and professional employees and also employs a fleet of construction equipment ranging from front wheel loaders, graders, excavators, backhoes, skid steers just to mention a few. The company also liaises with different professionals in the industry such as surveyors and geotechnical engineers to ensure prompt and accurate delivery to the clients.

To ensure timely and on budget delivery of projects the firm has within its payroll quantity surveyors, site superintendents, and project managers who together with the company directors supervise the projects. The company uses the latest project management software to



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schedule and track projects from commencement to completion and strives to ensure the client is informed and kept updated all along.

With the head offices located in Nairobi and 2 satellite offices in the Western part of Kenya (Migori & Homabay), the company is well poised to meet and execute on our clients most demanding projects. The company brings together all its personnel bi-annually to keep everyone updated on new developments within the company and also ensure cohesion within the firm.



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## **PROJECT LIST**

- 1. GTC Westlands, Tower 1 HVAC Installations.**
- 2. VUMA Biofuels – Heavy extensive survey earthworks operations to terrace 15 acres of land.**
- 3. VUMA Biofuels Awendo Sugarcane Bargasse Logistics and Transportation.**
- 4. Dry Gro LTD - Two-acre Artificial Growing Lagoon (design and build).**
- 5. NARIG World Bank project – Commercial Chicken Breeder Unit.**
- 6. China Henan Road Construction Company – Rakwaro Access Road.**
- 7. Migori Teachers Training College Commercial Dining Hall and Kitchen Renovations.**



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## **Management / Key Personnel**

### **COLLINS A RAJUAI – MANAGING DIRECTOR**

Telephone #: 0717.732.083 (Kenya)

Email address: [collins@rajuai.com](mailto:collins@rajuai.com)

### **PROFESSIONAL/WORK EXPERIENCE**

Director of NAI-TEX Developers LTD a construction firm specializing in civil works construction and rental of heavy equipment in Nairobi. Managing Member and co-founder of NAI-TEX Investments LLC and NAI-TEX Developers LTD a design/build firm based in Houston Texas, and Nairobi, Kenya providing professional civil engineering, residential and commercial construction for “project owners”. Has over 20 years in construction estimating, engineering and construction management with leading firms in the Houston and Ft Lauderdale Metropolitan Statistic Area (MSA) representing gross revenues ranging from \$5 million and \$60 million. Has an established and solid record of large project cost estimating, financial budgeting & project tracking (project construction and field operations) success.

### **Company/Corporate Management**

Make executive decisions concerning type, size and nature of projects that firm go after, bid on and construct; vet and hire professional consultants including surveying, legal, and accounting firms; negotiate contract terms with owners, general and sub contracting firms; negotiate and contract with financial firms to obtain financing as necessary; negotiate and contract with insurance firms to obtain bonding and insurance for the company.

Prepare detail financial budgets on a project basis to ensure positive cash flow during the course of the project(s); assist in budget development; assume accountability for company's P&L; oversees project material ordering (purchasing); oversee accounts receivable and payable operations.

### **Project Management & Field Operations**

Perform detail takeoffs and consequent costs estimates – prepared over \$160 million worth of detailed takeoffs and estimates per year, successful on projects totaling \$70 million per year; utilize “Timberline” estimating software (an industry standard) to perform takeoffs and prepare



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estimates; perform conceptual plan and budget estimates for developers; prepare detail scheduling for both construction management and financial budgeting purposes; utilize "Microsoft" projects scheduling software (an industry standard) to prepare schedules and track/monitor project development.

Directs office and field workforce (having up to 60 employees during employment history); recruit, vet and hire office and construction field employees.

### **EDUCATION**

*BSc*; Civil Engineering, TEXAS SOUTHERN UNIVERSITY, Houston Texas, 2000

*MBA*; Business Administration, FLORIDA ATLANTIC UNIVERSITY, Boca Raton, 2009

*Certification(s)*: Texas Registered Civil EIT.





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- Performing detailed material take-offs for budget preparation and vendor pricing.
- Supervised and managed all vendors on project as well as inspect and prepare draw schedules.
- Procuring building/project permits
- Developing project schedules
- Keep track of all warranty items after completion and schedule upkeep maintenance if needed.
- Liaise with project inspectors.

**CLAY & ASSOCIATES ENGINEERING Houston, Texas**

**May 2002 – Jan 2005**

Senior Project Manager

- Oversaw Refinery Civil & Land Development Design and Construction.
- Preparation of SWQMP & SWPPP reports.
- Preparation of contractor specs, bidding documents & bid tabs.
- Sub-station site drainage and grading design.
- Containment system, SWPPP, SWQMP design and reporting.
- Plan submittal to C.O.H Harris County & other municipalities.

**HUNT & HUNT ENGINEERING Houston, Texas**

**Nov 2001 – May 2002**

Project Manger

- Oversaw Civil design using AutoCAD and HEC.
- Incorporated survey information into civil plans.
- Drainage and grading calculations using Houstorm.
- Environmental field-testing.
- Laboratory testing.
- Project manager – METRO RAIL project.
- Project manager - F.I.S Building Bush Intercontinental project.

**MAVERICK ENGINEERING Houston, Texas**

**Mar 2001 - Oct 2001**

Civil Designer

- Incorporating survey information into civil plans.
- Drainage and grading calculations.



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- Preparing plan and plat submittals.
- General design and drafting using AutoCAD & MicroStation for TXDOT projects.

## SKILLS

Computer aided design: AutoCAD, 3D, AutoCAD2009, MicroStation , STAAD, PDS Framework, Storm CAD, Water CAD

HEC (software for hydrology designs)

Flowmaster (for gravity & pressure pipe design)

Visisoft (Survey analysis program)

Trimble Survey Program (G.I.S)

Proficient in; -Word processing, MS Power Point, Windows, Excel and Windows NT

Proficient in soil analysis techniques

Able to work and participate effectively in-group projects

## ACTIVITIES

- Member of the American Society of Civil Engineers and the International Association of Bridge and Structural Engineers.



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## **JACQUELINE KUYA RAJUAI - DIRECTOR**

### **SKILLS**

- Geographic Information Systems
- Project Management
- Quality Control Tools & Software
- GIS Software: ESRI; QGIS
- Remote Sensing Software: ERDAS Imagine
- Google Geo Tools: Google Earth, Fusion Tables, Google Maps, Google Map Engine, Google Maps API Application

#### *Quality Control*

- Saved 8% on supply costs by working closely with suppliers to ensure components met department quality standards.

#### *Project Coordination*

- Provided project setup as well as coordination support to the Geo engineering staff, creating process for three collaborative launch projects.

#### *Process Development*

- Established structure and process for key base map activities such as: base map fixes; proactive Maps error corrections; collaborative data manipulation.
- Built sustainable and scalable prelaunch and launch processes for Google Maps features such as Driving Directions; Landmark Driving Directions; Walking Directions; Maps Domains in Sub Saharan Africa & Turn by Turn Navigation in Emerging Markets.
- Due to the different product needs & requirements; this involves internal data evaluations as well as user testing & feedback.
- Organisational Design
- Structured the operational layout for the Emerging Markets base maps team based in India.
- The team has been responsible for mapping 300,000 points of interest; 100,000km of road thus far

### **PROFESSIONAL/WORK EXPERIENCE**

GIS Consultant (Contractor) 06/2007 to 08/2008 Google Nairobi, Kenya

- Was part of the team that mapped 9 African countries on Google Maps & team lead in mapping 3 of the 9 countries ensuring time & quality targets were met.



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- Quality Control lead for the Africa mapping team resulting in quality maps
- Coordination point of contact between the Africa & India mapping teams.
- Led the launch of first SSA Google Maps domain launch & scaled to launching domains for 30 more African countries
- Led & executed Google Maps base map content growth strategy in SSA Spearheaded launch process for Driving Directions on Google Maps in Kenya and replicated this for the launch of 45 other African countries on Google Maps
- Identified Google Maps content gaps in Sub Saharan Africa; led partnership discussions resulting in content acquisition for ~8 datasets including schools data in Kenya; property address & street name data for Rwanda as well as property address data in Ghana;
- Responsible for Walking Direction launches on Google Maps for 50 African countries
- Tested & rolled out Maps data fixing methodology for select middle tier countries (later adopted as a data check & fix mechanism for Maps data)

## **EDUCATION & TRAINING**

### **Bachelor of Science: Geomatic Engineering 2002 2007**

#### **Jomo Kenyatta University of Agriculture & Technology Juja, Kenya**

Grade: First Class Honours

- Coursework in Surveying, Geographic Information Systems and Remote Sensing
- Member of Society of Engineers
- Founder of Society of Geomatic Engineers
- Active member of Chess Club
- Student leader and member of Student Union in the year 2005 2006 as Departmental Representative

## **Affiliations**

### *Women at Google:*

- Africa Lead in the EMEA Steering Committee

### *Global Give Back Circle (under Clinton Global Initiative):*

- Advisor Hey

Sister, Get Clued Up

### *Kenya Poverty Elimination Network:*

- Technical Advisor



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**Charles Mbeche, P.E.**  
engineer.mbeche@gmail.com

Nairobi, Kenya

#### **EDUCATION:**

Graduate course studies: Structural Dynamics, Safety Engineering, Project Scheduling, Statistics, and

Engineering Management Science - Prairie View A & M University. Arctic Engineering courses - University of Alaska

B.S. Civil Engineering - West Virginia University

#### **SUMMARY**

Over 30 years of civil/structural design, and construction engineering experience in infrastructure, oil and gas, including oil pipeline and, LNG, petrochemical, power, and government defense projects. Experience includes detailed engineering, inspection, forensic engineering, front-end engineering, proposal writing, construction project management, and field engineering work in the US, middle-east, and developing countries.

#### **SIGNIFICANT EXPERIENCE:**

**NAITEX Developers LTD** – Nairobi Kenya (April 2018-Present)

##### **PROJECT DIRECTOR**

Responsible for responding to technical deviations and concerns raised by contractors, vendors and fabricators. Provide oversight for on-going construction projects. Responsible for managing and coordinating technical staff activity.

**Consulting** – Houston Texas (January 2014 to 2017):

Specialized in small capital oil and gas upgrades projects, and in the Department of Transportation (DOT), City, County projects. Designed and performed analyses for oil drilling rig structures, as well as civil and structural work for residential and commercial site developments.

**FLUOR CORPORATION** (March 1996 to Dec 2013):

**Fluor West Africa** - Rio Tinto - Simandou Iron Ore Mining Project in Guinea Africa



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(November 2011 to December 2013)

#### LEAD CIVIL INFRASTRUCTURE ENGINEER

Performed surveillance missions and advise on logistical, and remote camps, for Fluor design group in Paris France. Review, approve, contractor documentation for camp installation and mining enabling infrastructure development facilities such as roads and railroad. Initiate and lead in processing of permits for land access, ground disturbance for camp, quarry and borrow pit development. Conducted periodic progress and field engineering reporting.

#### **Private Consulting** – (October 2010 to

October 2011) CONSULTING ENGINEER

Performed windstorm inspections for the Texas Department of Insurance. Inspections include interface

with FEMA and reviewing and performing building structural and component checks on various municipal and private projects.

**Fluor International Inc.** - LOGCAP IV (Logistics Civil Augmentation Program Afghanistan. (April 2009 to September 2010)

#### LEAD ENGINEER/PROJECT(S) CONSULTANT

Planned and performed layouts for civilian contractor and troop facilities such as water supply, various types of buildings and tents, interior roads, and fences at FOBs (Forward Operating Base). Implemented design and coordinated the installation of DFAC's (Dining Facilities). Performed layouts, technical inspections, and managed the engineering office. Reported directly to the client and technically advised on architectural, structural, and civil construction concerns.

#### QUALITY CONTROL FIELD ENGINEER

Assigned to Nigeria's Chevron EGTL (Escravos Gas to Liquid) project. Coordinated technical review of over 2500 steel piles for downstream plant construction. Presided over the on-site pile meetings including performance of technical evaluations of pile groups and liaising with the home office. Planned and performed various inspections and trained on-site personnel on reinforced concrete inspection and documentation.

**Fluor Middle East Ltd** - Ras Gas RL3 Common Off-Plot Project (February 2006 to 2009)



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**TRAINING:**

Safety, Project Site Development, Microsoft Office, Microsoft Project, RISA, STAAD Pro CAD, surveying. UBC, IBC, ACI, AISC, ASCE, API codes and Standards

**PROFESSIONAL ASSOCIATIONS:**

American Concrete Institute

American Institute of Steel Construction

## **PAST WORK EXPERIENCE**

### **Project: GTC TOWERS WESTLANDS (HVAC Mechanical Works)**

Project Amount: ksh 6,900,000.00

Scope of Work: Installation of Air Conditioning units on the exterior of a 72 meter high building tower and associated drainage, plumbing, electrical and restoration works. Included the use of mechanical cradle platforms to enable installation on the exterior of the tower building..

### **Project: LOLWE Karachuonyo Farmers Association Breeder Farm (World Bank Project)**

Project Amount: ksh 4,900,000.00

Scope of Work: Prime construction project to build a chicken breeder farm consisting of a steel superstructure and infill with machine cut blocks. Finish with plaster on the interior and keyed joints on the exterior.

### **Project: TARDA (Tana & Athi River Development Authority) Drought Mitigation Programme – Muranga Kiambamba Borehole**

Project Amount: ksh 6,250,000.00

Scope of Work: Carry out hydro-geological surveys and site-ing work, drill a 250 meter borehole, equip the borehole, construct a community water kiosk and equip it with holding tanks, install reticulation pipes & appurtenances to draw water from the borehole to the water kiosk.



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**Project: Vuma Bio Fuels – Migori Count**

Project Amount: ksh 8,550,000.00

Scope of Work: Clear and open very steep virgin land (18 acres) & build terraces to enable drying of sugarcane bargasse, and later loading and transportation of the bargasse from the site. Work included geo & topographic survey, site clearing, grading, leveling, compaction, import of borrow fill.

**Project: Hallyway and Kitchen Renovation – Migori Teacher Training College**

Project Amount: ksh 8,700,000.00

Scope of Work: Complete renovation of existing commercial kitchen and multiuse hallway. Entailed interior and external gutting inclusive of roofing, tiles, sinks, ceiling and paint striping. Installation of terrazzo, tileworks, concrete side-walks, re-plumbing, electrical works, granite kitchen counters, new doors, bathrooms and new paint work.

**Project: Soil & Material Deliveries**

Project Amount: ksh 10,500,000.00

Scope of Work: Supply of landscaping red soil to several sites with Nairobi.

**Project: Naivasha Animal Feeds Pilot Project – Dry Gro LTD**

Project Amount: ksh 25,550,000.00

Scope of Work: Design and build of 200 meter water artificial lagoon basin with rails on both sides & install climate control structures over the artificial lagoons. Work included installation an onsite filtration systems and reticulation water lines for supply and evacuation of water into & out of the lagoons under precisely controlled flows, geo & topographic survey, site clearing, leveling, mass concrete works, crane & elevation works.



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**Project: Enoosaen Road Rehabilitation Project. (Transmara, Kenya)**

Project Amount: ksh 7,350,000.00

Scope of Work: Widen existing murram haulage road from 5 meters to 8 meter road, re-murram, grade and compact while installing storm drainage culverts, access culverts and mitered ditch drains along a 3KM stretch of road. Work also included the excavation of the murram and transport to the site.

**Project: Nzohe Road Rehabilitation, Nairobi Kenya. (Karen)**

Project Amount: ksh 5,350,000.00

Scope of Work: Excavate and remove existing dirt roads totaling 1.5 km. Remove, relocate and replace where necessary the water lines within the road right of way affected by the works. Murram and reconfigure, and grade the road sub base, install hand packed hardcore & prepare for cabro installation (Cabro by others). Cut and shape new drainage ditches by the road side and install storm drainage culverts and boxes on the ditch swales.

**Project: City of Miami, Fl - Doral Park (Design/Build).**

Project Amount: \$ 11,200,000.00

Scope of Work: Design and build the expansion of the existing active public park. The works included the demolition of existing park pavilions, recreational center, jogging paths and exercise facilities. Construction of new water reticulation pipes within the entire 32 acre park, build a new soccer playing surface, recreational center, jogging paths, bathroom facilities, walkways, flood lights and fencing as required.

**Project: City of Pompano, Fl – Pompano Quiet Park (Design/Build).**

Project Amount: \$ 6,400,000.00



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Scope of Work: Design and build the renovation of the existing quiet Pompano walking park. The works included the demolition of existing park pavilions, walking paths and drinking water facilities. Construction of a walking surface, bathroom facilities, walkways and paving, flood lights and fencing as required.

**Project: City of Magnolia, TX Road Improvement Project (Turnkey labor and material contract).**

Project Amount: \$ 6,200,000.00

Scope of Work: Demolish existing concrete roads totaling 4 km, demolish existing water and storm drainage facilities within the road. Reconfigure and grade the road sub base and then construct new replacement roads while expanding them and installing new storm water drainage facilities. Install new water lines and accessories as required. Cut and shape new drainage ditches by the road side and install storm drainage culverts and boxes on the ditch swales.

**Project: Dyess Air force Base, Abilene Texas**

Project Amount: \$ 750,000.00

Scope of Work: CMU Masonry work for the construction of gymnasium facilities for the Abilene Air Force Base.

**Project: Greenville High School TX Football Stadium Bleacher Construction.**

Estimate Amount: \$ 325,000.00

Scope of Work: New construction of the Greenville High school's concrete football stadium bleachers and grandstands. Concrete Masonry Block construction of the grandstands, bleachers



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and booths and included new supply water lines for the stadium and new sewage lines connected to the city's central sewerage system.

**Project: City of Sugarland Police Station Renovations (Renovations of the existing police station complex building for the City of Sugarland, TX)**

Project Amount: \$ 210,000.00

Scope of Work: Remove and replace the masonry brick façade on the existing 3-story police station building inclusive of the pre-cast stone throughout the structure. Constructed several CMU masonry structures inclusive of trash receptacles, and gate entrances within the complex.

### **LIST OF AVAILABLE EQUIPMENT:**

<b>EQUIPMENT</b>	<b>MAKE / YEAR</b>	<b>SPECIFICATIONS</b>
Grader	Champion 2002, C70 C	90 HP
Front Wheel Loader	Komatsu WA 180	118 HP
Front Wheel Loader	Caterpillar 936	128 HO
Backhoe Loader	John Deere 310 D	90 HP
Backhoe Loader	JCB 3CX	95 HP
Skid Steer	New Holland LS 180	65 HP
Excavator	CAT 330 BL / 2005	245 HP
Excavator	PC 220-6 / 2007	180 HP
Bulll Dozer	CAT D6R / 2006	265 HP
Roller	Bomag	
Borehole Drillers		
Water Bowser	Hazelton	5,000 gal

Collins A Rajuai

(Managing Director)