



COMPANY PROFILE

2026

IBROWS Enterprise

Practical services. Modern support.

Kupanga zofanana, mosiyana



Jones Nalikungwi

Founder & Managing Director | Digital Solutions & Business Development

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COMPANY OVERVIEW

Who we are

A Malawian multi-service enterprise combining practical service delivery, digital systems and accountable client support.

IBROWS Enterprise is a growing multi-service business based in Lilongwe, Malawi. We bring together career and opportunity support, business services, websites and automation, creative media, property and environmental services, construction support and agro dealing under one coordinated platform.

Our operating model is designed around clarity: understand the client need, capture the right information, confirm scope and price, route the work to the right person, and maintain a clear follow-up trail. Technology improves speed and organisation, while human accountability remains central.

Head Office Area 25, Sector 4, Lilongwe	Client Channels Website, email desks and WhatsApp	Service Model Structured intake, review and follow-up
Digital Capability Web, AI and workflow automation	Market Focus Individuals, SMEs, contractors and institutions	Team Structure Leadership, core team and specialist support

Mission

To make practical business and personal services easier to access, understand and manage through responsive people, disciplined workflows and appropriate technology.

Vision

To build a trusted Malawian enterprise platform that connects practical service delivery with modern digital support and can serve clients beyond borders.

Core values

- Practicality - useful outcomes without unnecessary complexity.
- Integrity - clear separation of enquiries, quotations, payments and completed work.
- Accessibility - services designed around real client needs and local market conditions.
- Quality - professional presentation, careful review and dependable follow-up.
- Innovation - digital tools and AI used where they genuinely improve service.
- Human accountability - important matters remain subject to responsible human review.

One enterprise. Multiple practical solutions.

Our service areas are structured so clients can access practical, creative, digital and field support through one organised business platform.

Career & Opportunities

Support for job seekers, professionals and scholarship applicants.

- CV refresh and job-seeker packs
- Targeted applications and Career Assist
- Scholarship search, eligibility and application support
- Interview and professional profile preparation

Design, Branding, Content & Media

Creative support for businesses, organisations and campaigns.

- Graphic design and marketing artwork
- Logo and brand identity development
- Content creation and social-media support
- Video marketing, jingles and audio advertising

Construction & Project Support

Planning, costing and execution support for property and tender work.

- Site assessment and project coordination
- Concept and cost planning
- BOQ pricing/checking and quotation support
- Tender review and bid-document support

Business, Website, AI & Automation

Support for business setup and modern digital operations.

- Business registration readiness and support
- Professional websites and client portals
- AI business assistants and workflow automation
- Project discovery and digital requirements analysis

Property & Environmental Services

Practical services for homes, workplaces and commercial spaces.

- Cleaning and car wash services
- Fumigation and premises assessment
- Landscaping, previews and maintenance
- Field coordination and service follow-up

Agro Dealing

IBROWS buys and sells farm produce under transaction-specific terms.

- Sell farm produce to IBROWS
- Buy available produce from IBROWS
- Commodity, quantity, grade and location review
- Price and logistics agreed per transaction

Technology that supports practical service

IBROWS uses technology to reduce repetition, improve follow-up and make client service easier to manage.

Website, AI & automation

- Business websites and online service portals
- Client intake forms and project-discovery workflows
- AI-assisted customer support and business knowledge routing
- Workflow automation for repetitive administrative processes
- Integrated customer, project and service-request management

Business registration & support

Clients can complete a readiness questionnaire before paying for assistance. IBROWS helps identify missing information and organise the process while keeping government or statutory fees separate from IBROWS service charges.

Tender, BOQ & bid support

- Tender document and compliance review
- BOQ pricing, checking and arithmetic review
- Technical response and bid-document organisation
- Deadline tracking and tender-control workflow
- Final pre-submission review support

Professional responsibility

Where a project requires statutory design, structural certification or another regulated professional sign-off, IBROWS coordinates the work appropriately and does not present preliminary planning as a substitute for required professional approval.

A structured commercial approach

For paid services, the client completes the relevant questions first and then chooses a package or receives a quotation. The website can flag obvious package-versus-brief mismatches so scope is clarified before paid work begins.

Professional support for visibility and progress

From a job application to a campaign jingle, IBROWS combines structured briefs with practical execution.

Creative & Media

A growing creative desk for businesses, projects and campaigns.

- Graphic design and marketing artwork
- Logo, visual identity and brand kits
- Content creation and campaign support
- Video marketing and promotional content
- Jingle and audio-advertising creation
- Social-media content and page support

Career & Scholarship Support

Affordable services for job seekers and opportunity seekers.

- CV refresh and job-seeker packs
- Targeted vacancy applications
- Career Assist and vacancy support
- Scholarship search and shortlisting
- Eligibility checks and application review
- Interview and motivation-letter preparation

Photo restoration

IBROWS Media also restores old photographs to modern HD presentation while preserving the original person, identity and memory. Clients upload source images privately and provide restoration instructions before work is confirmed.

Portfolio + privacy

Selected creative work, videos and audio/jingle samples may be shown publicly with permission. Client reference material, source images and private uploads remain restricted to authorised IBROWS workflows.

Practical services for physical spaces and trade

IBROWS extends beyond digital work into services that support homes, workplaces, projects and commercial activity.

Cleaning Services

Residential, office and general cleaning.

- Routine home cleaning
- Deep cleaning
- Office/workplace plans

Fumigation

Premises-and-pest assessment before treatment planning.

- Residential fumigation
- Commercial premises
- Safety-focused service planning

Construction & Property Improvement

Planning, costing and execution support.

- Site assessment
- Concept and cost planning
- BOQ / quotation / tender support

Car Wash

Vehicle cleaning from routine washes to detailed work.

- Exterior wash
- Interior + exterior
- Vehicle detailing

Landscaping

Design, previews, makeovers and maintenance.

- Landscape design plans
- Before/after concept previews
- Makeovers and maintenance

Agro Dealing

Produce trading - not a fixed-price consultancy package.

- Sell produce to IBROWS
- Buy produce from IBROWS
- Price agreed by market, quantity, grade and location

Agro transaction confirmation

A produce transaction is confirmed only after both sides agree on the commodity, quantity, quality/grade, price and collection or delivery arrangements.

A connected website + WhatsApp workflow

The IBROWS service platform is designed so clients do not have to repeat themselves at every step.

01 Choose a service Start from the website, WhatsApp or a professional email desk.	02 Complete structured questions The website captures information needed for useful review.
03 Choose a package / receive quotation Paid services show package choices after the questionnaire; variable work is quoted.	04 Smart package check Obvious package-versus-brief mismatches can be flagged before submission.
05 Receive an IBROWS reference Each website request receives a unique IBR-SR reference.	06 Continue on WhatsApp The reference can be inserted automatically so the same request is linked.
07 Payment verification Paid execution is gated by the verified IBROWS ledger.	08 Human support Customers can choose 0. Talk to Jones when a person should take over.
Built for continuity The website and professional email desks work independently of WhatsApp, so structured service requests can still be received and reviewed when a messaging channel is unavailable.	

Responsible AI use

AI is used to improve routing, consistency and routine support. It does not replace human decisions about payment verification, quotations, regulated professional work, employment selection, refunds or other matters that require accountable review.

Local understanding. Modern operating discipline.

IBROWS is being built around the realities of the Malawi market while maintaining professional systems, clear communication and responsible controls.

Malawi-market fit Affordable entry points and clear starting prices for price-sensitive clients.	Integrated platform Multiple services coordinated through one website, admin workflow and support system.
Clear scope Questionnaires and package checks reduce misunderstanding before paid work begins.	Professional communication Dedicated general, tender, accounts and support email desks.
Human oversight AI can pause for human takeover when a business matter needs direct attention.	Privacy-minded workflows Private uploads, authenticated admin access and retention/cleanup controls.

Who we serve

- Individuals, job seekers, graduates and professionals
- Startups, SMEs and growing local businesses
- Contractors preparing quotations, BOQs and tenders
- Property owners, households and offices
- Institutions needing practical or digital support
- Farmers, traders and buyers/sellers of agricultural produce

How we price

IBROWS uses fixed packages where scope is predictable and 'from' pricing or quotations where size, condition, materials, third-party fees, urgency or technical complexity can change the final cost. Current public starting prices are maintained on the website.

Current packages: ibrowsenterprise.com/pricing

LEADERSHIP

Founder-led. Team-supported.

IBROWS is led by its founders and supported by a growing core team with defined operational, finance, creative, project and field responsibilities.



Jones Nalikungwi
Founder & Managing Director

Leads overall strategy, digital solutions, AI and automation, business development, partnerships and the wider IBROWS service platform.



Martha Nalikungwi
Co-Founder

Supports strategic growth, administration, client coordination and development of the business across its service areas.

Leadership approach

IBROWS combines founder accountability with clear delegation to team members and specialist support. The aim is to keep decision-making responsible while allowing each service area to be coordinated by the people closest to the work.

A growing team structure

The team model is intentionally practical: a core group manages operations, projects, finance, creative work and field delivery, while technical or regulated assignments can involve specialist associates where the scope requires them.

CORE TEAM

The people behind day-to-day delivery

Defined roles help IBROWS coordinate client communication, administration, financial review, creative work, project execution and field services.



Sylvester Katopola
Operations & Administration

Coordinates day-to-day administration, service workflows, documentation and client follow-up.



Christopher Ngalu
Creative Media

Supports design, branding, content creation, social media, video and creative campaign work.



Amos Mngoli
Finance Consultant

Provides finance, costing, budgeting and financial-control advisory support to the business.



Lewis Tambala
Projects Lead

Coordinates project planning, implementation, timelines and execution follow-up across assignments.



Kumbukani Mkandawire
Field Services Coordinator

Coordinates field teams, site logistics and service delivery for practical and property-related assignments.

Specialist support

Where an assignment requires additional technical, regulated or specialist expertise, IBROWS can coordinate appropriate associates for the approved scope.

CONTACT

Let us work together

Start with the website for a structured request, or contact the IBROWS desk that best fits your enquiry.

IBROWS Enterprise

Area 25, Sector 4
Lilongwe, Malawi

WhatsApp: +265 882 242 594
Website: ibrowsenterprise.com

Instagram: [@ibrowsenterprise](https://www.instagram.com/ibrowsenterprise)
Facebook: [@ibrowsenterprise](https://www.facebook.com/ibrowsenterprise)

Professional email desks

General: info@ibrowsenterprise.com

Tenders / BOQs: tenders@ibrowsenterprise.com

Accounts: accounts@ibrowsenterprise.com

Support: support@ibrowsenterprise.com



Scan to view the current IBROWS Company Profile online

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