

Victor Oteni

Business Development Representative | Social Media Manager

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Nairobi, Kenya

Professional Summary

Results-driven and resourceful professional with experience in business development, social media management, writing, and digital engagement. Strong background in client acquisition, content acquisition, remote writing, and strategic outreach. Proven ability to drive growth, manage relationships, and deliver measurable results.

Work Experience**Social Media Partner & Content Acquisition – Flowmingo AI**

June 2025 – Present (Remote)

- Partnered with Flowmingo AI to acquire high-quality content and support platform growth.
- Managed social media engagement and digital outreach efforts.
- Collaborated with creators and users to enhance content diversity and platform visibility.

Remote English Writer

2025 – Present

- Worked remotely as an English-language writer producing clear, well-structured content.
- Delivered articles, scripts, and digital content across various niches.
- Demonstrated strong research and communication skills in fast-paced digital environments.

Business Development Representative – Twiga Foods, Nairobi

2024 – May 2025

- Generated revenue through strategic partnerships and client onboarding.
- Managed key accounts and ensured customer satisfaction.
- Achieved recognition as Best BDR in revenue generation.

Sales Agent – Twiga Foods, Nairobi

2023

- Sold and marketed agricultural products to clients across Nairobi.
- Recognized as Best Agent in basket value.
- Built and maintained long-term client relationships.

TDR (Territory Development Representative) – Twiga Foods, Nairobi

2022

- Helped expand product reach into new markets.
- Supported operational logistics and territory development.

Social Media Manager & Political Mobiliser – University of Nairobi

2022 – 2025

- Managed online presence and campaigns for university politics.
- Created engaging content and conducted audience analysis.

- Utilized social media analytics tools for data-driven decisions.

Education

Bachelor of Arts in Counselling Psychology – University of Nairobi (2022 – 2025)
KCSE – Kapkoi Sisal Secondary School (2016 – 2019), Grade: C+
KCPE – Kapkoi Sisal Primary School (2006 – 2015), Grade: B+

Certifications

- Certificate of Service as a Student Leader – University of Nairobi
- Best Agent in Basket Value – Twiga Foods
- Best BDR in Revenue Generation – Twiga Foods

Skills

- Lead Generation & Conversion
- Client Relationship Management
- Sales Strategy & Execution
- Business Development
- Social Media Management
- Content Creation & Acquisition
- Remote Writing
- Social Media Analytics Tools (Meta Insights, Twitter Analytics)
- Political Mobilization