

POLYCARP KIMANTHI

Nairobi, Kenya | Open to International Relocation
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PROFESSIONAL SUMMARY

Results-driven Sales and Business Development professional with over 6 years of experience in B2C and B2B sales, territory management, customer acquisition, and market expansion across FMCG and clean energy sectors. Proven ability to manage full sales cycles, exceed targets, negotiate profitable agreements, and deliver exceptional customer experiences. Highly adaptable with strong cross-cultural communication skills and experience working in diverse markets.

CORE SKILLS

Business Development, B2C and B2B Sales, Lead Generation, CRM Systems, Pipeline Management, Sales Negotiation, Account Management, Customer Consultation, Market Research, After-Sales Service, MS Excel, Word, PowerPoint

PROFESSIONAL EXPERIENCE

Sales Team Lead – SunCulture Limited | Kenya

2025 – Present

- Lead and manage regional sales teams, overseeing full sales cycles from lead generation to closure.
- Drive market expansion strategies for clean energy solutions while maintaining strong customer relationships.
- Monitor KPIs, pipeline performance, and sales forecasts using CRM tools.
- Achieved 30% revenue and customer growth within 6 months.

Technical Sales Representative – M-Gas Limited | Kenya

2024 – 2025

- Executed territory-based B2C sales strategies, achieving 40% revenue growth.
- Conducted customer onboarding, product education, pricing negotiations, and after-sales support.
- Maintained accurate sales records and reports using CRM systems.

Senior Sales Associate / Recruitment Team Lead – Copia Global | Kenya

2019 – 2023

- Delivered high-volume direct sales and managed key customer accounts.
- Recruited, trained, and supervised sales agents to support regional growth.
- Ensured customer satisfaction, retention, and compliance with sales processes.
- Achieved 60% revenue growth by end of tenure.

EDUCATION

Diploma in Criminology and Public Safety – Karatina University

CERTIFICATIONS & TRAINING

- Sales & Digital Marketing – MBS (2024 – Ongoing)
- Sales Negotiation – London School of Economics (Short Course)
- Defensive Driving Training (Certified)

ADDITIONAL INFORMATION

Valid Driver's License (3+ years driving experience)

Eligible and willing to relocate internationally

Strong adaptability, problem-solving, and communication skills