

# MAXWEL OMONDI OTIENO

## Maxwel Omondi Otieno

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## Summary

Brand-focused professional capitalises on all product features to make sales successfully. Makes use of company strengths to counter competitive offers. Concentrates on increasing customer satisfaction and overcoming price objections.

## Experience

### Direct sales agent Angaza Kenya limited

09/12/2024-currently working here -Nairobi Kenya.

- Promotes phone devices sales on buy now pay later basis.
- Work with sale promoters at safaricom merchant's shops to increase sales.
- Analysed market trends to identify new sales opportunities, contributing to strategy development.
- Tracked latest product changes and catalogue updates
- Monitored market trends to adjust sales strategies and stay ahead of industry developments.
- Attended regular sales meetings to keep up to date on sales goals, target clients, promotions and product priorities.
- Developed engaging sales pitches to promote products and services of company.

### Safaricom brand ambassador 10/2023 -10/2024

#### Samburu telecommunications- Mombasa

- Represented Safaricom as Brand Ambassador, driving brand awareness
- Promoted Safaricom services to mobile users as brand ambassador
- Promoted brand through communication card sales

- Served as brand ambassador for Safaricom offering complimentary services
- Provided outstanding subscriber communication and support

## Textile machine operator -4/2023-8/2023

Mega garment Apparel-

### Mombasa

- Optimised machine speed and feed rates, resulting in a 10% increase in daily production targets.
- Coordinated with the maintenance team to schedule regular machine servicing, avoiding unexpected breakdowns.
- Operated a variety of textile machinery safely and responsibly, including spinning, gilling, roving, winding and twisting machines.
- Demonstrated understanding of lifecycle yarn processing, enabling effective,

## Technician

### Toyo construction company 3/2021-4/2022

- Prepared operational reports to update supervisors with developments.
- Collaborated with engineering teams to develop maintenance strategies for critical equipment.
- Adhered to health and safety regulations, promoting a safe working environment.

## Industrial attaché

### Sony sugar company -South Nyanza (Migori)-4/2018-6/2018

- Analysed economic trends, advising on opportunities for trade and investment.
- Participated in community outreach programmes, strengthening ties with local populations.
- Managed team, optimising resource allocation for improved consulate operations and service delivery

## Skills

- Excelled in Microsoft Office applications
- Created Excel templates to optimise data analysis
- Managed access control for secure environments
- Developed innovative solutions for complex tasks
- Demonstrated agricultural skills in various farming roles
- Effectively conveyed information to diverse audiences

# Education background

Bachelor of Science - agriculture (graduate)

Pwani University -kilifi 2/2023

Kenya certificate of secondary education

St Michael Nyandema secondary school -grade B (plain)-2014

Kenya certificate of primary education

Ranen junior academy -2008

252 marks

## Strength

- Organised
- Self-driven
- Strong Microsoft Office skills, Excel and Access
- Innovative approach to complex work
- Agricultural skills
- Good communicator in both written and verbal formats

## Achievement

- Recognised by management for safety projects delivering outstanding results
- Accomplished effective service delivery to customers increasing company sales and profits.

## Awards

- Certificate of best safety employee of the month, Toyo Construction Company, Mombasa
- Certificate of excellence in Agriculture contest, Susana High school
- Certificate in computer packages, Digital Control Institute, Nairobi

## Language

English -proficient Kiswahili -native

## Reference

- Dr. John Ndiso, Lecturer, Agriculture Department, Pwani University, P. O. Box 195, Kilifi, Kilifi, 10801
- Prof Peterson Semenye, Dean, School of Agriculture, Pwani University, P. O. Box 195, Kilifi, Kilifi, 10801, [p.semenye@pu.ac.ke](mailto:p.semenye@pu.ac.ke)
- Engineer Charles Komu Karanja, Site Supervisor, Stecent Construction Company, 0726036190
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