

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-curently 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 costumers 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
- Engineer Charles Komu Karanja, Site Supervisor, Stecent Construction Company, 0726036190
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