

Gichira Ngiria Kelvin

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Summary

Goal focused sales representative with more than 5 years of progressive sales and marketing success. Persuasive with strengths including sales, account management, cold calling and also knowledgeable of safe driving skills. Strongly focused on exceeding quotas and developing beneficial customer relationships across the board. Thrive in fast paced evolving environment.

Experience

- **Electronics zone limited (Safaricom Dealer)** Jan 2023 - Aug 2025
Van sales representative
 - Led a team of sales agents in daily sales activities.
 - Planned and executed routes efficiently.
 - Maintained accurate sales record and prepared reports.
 - Performed vehicle Maintenance and inspection.
 - Collected payments and handled financial transactions.
 - Addressed performance issues, resolved conflicts and provided constructive feedbacks.
- **Lowland medium credits** Jan 2021 - Dec 2022
Sales lead
 - Identified sales opportunities and scheduled appointment with field sales agents.
 - Maintained a fluid enjoyable call centre experience for existing and new clients.
 - Scheduled and facilitated weekly team meetings.
 - Spearheaded lead generation for each agent.
- **Cardinal international ltd (Safaricom Dealer)** Jan 2018 - Dec 2020
Van Manager
 - Performed vehicle maintenance and inspection.
 - Recruited and trained field sales agents.
 - Drove the van and adhered to traffic laws and regulations.
 - Developed and coordinated company sales strategies.
 - Coordinated research for training needs.
- **Base and trebble ltd** July 2015 - Dec 2017
Rider
 - Loaded, transported and delivered goods.
 - Cleaned the tuktuk and the motorcycle.
 - Practiced safe and timely deliveries.
 - Kept records of all deliveries.
 - Followed all safety regulations and standards.

Education

- **Mount Kenya university** 2018 to present
Bachelor's of Education
- **Pettans institute** 2016
Certificate in computer packages
Distinction
- **Kirima High School** 2011
Kenya Certificate of secondary Education
C+

Skills

- Customer service
- Problem-solving
- Active listening
- Ms Office suite
- Safe driving techniques
- Basic mechanics

Referees

- Available upon request