

POLYCARP KIMANTHI

Sales & Business Development Executive

Nairobi, Kenya | Open to relocation

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PROFESSIONAL SUMMARY

Performance-driven sales professional with over 6 years of experience delivering consistent revenue growth, client acquisition, and market expansion across clean energy, FMCG, retail, and distribution sectors. Strong background in B2C and B2B selling, KPI-driven performance, customer engagement and full sales cycle execution.

CORE COMPETENCIES

Retail & store sales, Customer service & engagement, B2C & B2B sales, Business development, Revenue & target achievement, Territory management, Lead generation & closing, Product demonstrations, Sales negotiation, CRM & pipeline management, KPI tracking & reporting, Client acquisition & retention, Team leadership, Cross-cultural communication

PROFESSIONAL EXPERIENCE

Sales Team Lead – SunCulture Limited | Kenya (2025 – Present)

- Delivered approximately 60% revenue and customer growth within six months.
- Managed full sales cycles including prospecting, presentations, negotiations, and closures.
- Led and coached regional sales teams to achieve monthly and quarterly targets.
- Expanded market penetration using CRM-driven territory planning.

Technical Sales Representative – M-Gas Limited | Kenya (2024 – 2025)

- Achieved approximately 40% revenue growth within assigned territory.
- Conducted product demonstrations, customer onboarding, and after-sales support.
- Handled objections, pricing discussions, and negotiations to close sales.
- Maintained accurate CRM records and sales performance reports.

Senior Sales Associate / Recruitment Team Lead – Copia Global | Kenya (2019 – 2023)

- Drove approximately 60% cumulative revenue growth over tenure.
- Provided frontline customer service and consultative retail selling.
- Recruited, trained, and supervised sales agents to meet KPIs and sales targets.
- Improved customer retention through relationship management and follow-ups.

EDUCATION & CERTIFICATIONS

Diploma in Criminology and Public Safety – Karatina University, Kenya

Diploma in Sales and Marketing (In Progress) – Alison Online

Sales Negotiation – Alison Online

Certificate: Defensive Driving – Rightway Driving Services Ltd