# AWINO EDGER WILLIAMS

📍 Nairobi, Kenya  
📞 0705 810 636 / 0740 945 831  
📧 awinoedger@gmail.com  
🌐 www.doleout.co.ke (Project Lead)

## Professional Summary

Resourceful and results-oriented professional with a background in business innovation, marketing, and project leadership. Proven ability to launch and scale tech-driven platforms, lead teams, and engage in meaningful community work. Known for strong customer focus, creative problem-solving, and adaptability. Seeking to apply entrepreneurial and leadership skills to drive growth and impact in dynamic organizations.

## Key Skills

* Marketing Strategy & Customer Acquisition
* Project & Operations Management
* Digital Platforms & E-commerce
* Community Outreach & Donor Engagement
* Data Entry & Asset Valuation
* Leadership & Team Coordination
* Written & Verbal Communication
* Tech Tools: Google Workspace, CMS, Social Media Analytics

## Education

Bachelor of Business Innovation Technology Management  
Jomo Kenyatta University of Agriculture and Technology | 2016–2020

Kenya Certificate of Secondary Education  
Orero High School | 2012–2015

Computer Applications Certificate  
African Institute of Research and Development Studies

## Projects

Piezo Bump – Renewable Energy Innovation

Developed a system using piezoelectric technology to generate electricity from vehicular pressure. Showcased at 2015 Science and Engineering Fair. Focused on sustainable infrastructure solutions.

Doleout – Food Delivery E-commerce Platform

Co-founded and led marketing for a food delivery service in Juja. Oversaw user acquisition, brand growth, customer support, and digital content strategy.

## Professional Experience

### Head of Marketing & Customer Relations – Doleout

Juja, Kenya | Sept 2022 – Present

* Developed and implemented marketing campaigns, improving customer retention by 30%
* Built strategic partnerships with vendors and local delivery services
* Managed a small team overseeing customer service and digital engagement
* Analyzed market trends to refine offerings for university students

### Community Support Specialist – Homeless of Kisumu

Kisumu, Kenya | Jan 2022 – Apr 2022

* Reintegrated 10+ children with families or schools through advocacy and outreach
* Led volunteer coordination, donor engagement, and hygiene kit distribution
* Conducted counseling and community awareness activities

### Warehouse Issuing Officer – KEDA Ceramics

Kajiado, Kenya | May 2021 – Dec 2021

* Ensured accurate inventory tracking and quality control of shipments
* Handled loading logistics and equipment maintenance
* Supported timely delivery coordination and warehouse documentation

### Bidding Specialist – Essay Pro Writing

Juja, Kenya | Dec 2020 – Mar 2021

* Secured writing contracts via strategic bidding, increasing project volume
* Managed a team of writers and client communications
* Monitored bidding success and adjusted strategies accordingly

### Intern – County Government of Kisumu (Finance & Procurement)

Kisumu, Kenya | Jun 2019 – Sept 2019

* Assisted with financial documentation, procurement tracking, and audit prep
* Recorded, filed, and directed official correspondences across departments

### ICT Assistant Valuer – Dansal & Associates

Kisumu, Kenya | Aug 2018 – Sept 2018

* Supported ICT asset valuation and inventory auditing
* Managed database updates and generated valuation reports

## Certifications & Tools

• Certificate in Computer Applications  
• Proficient in MS Office, Google Workspace, CRM Tools, CMS

## Referees

Available upon request.