

OMARY WASHE KONDE

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PERSONAL PROFILE

A highly motivated and versatile professional with a strong foundation in Economics and hands-on experience in web development, financial analysis, and virtual assistance. Proven track record in sales development management during an internship at Banao Technologies, and certified in various finance and digital marketing domains. Demonstrates strong analytical abilities, technical proficiency, and a commitment to continuous learning.

KEY SKILLS

- **Web Development:** Skilled in creating and maintaining dynamic and responsive websites.
- **Financial Analysis:** Proficient in financial modelling, valuation, and data analysis.
- **Virtual Assistance:** Efficient in managing administrative tasks and client communications remotely.
- **Sales Development:** Experienced in driving sales initiatives and client engagement.
- **Business Intelligence:** Adept at using BI tools for data-driven decision-making.
- **Project Management:** Capable of managing projects with a focus on time management and quality delivery.
- **Digital Marketing:** Knowledgeable in digital marketing strategies and tools.
- **Artificial Intelligence:** Familiar with AI applications in career development and business.

PROFESSIONAL EXPERIENCE

PROFESSIONAL FREELANCER

Nov 2023 to present

- **Web Development, Virtual Assistant Tasks, Financial Research, Advice, Data Analysis**
 - Developed and deployed responsive websites for clients across various industries.
 - Conducted in-depth financial research and provided actionable insights.
 - Managed administrative tasks, increasing client productivity by 30%.
 - Analyzed large datasets to support business decision-making processes.
 - Provided virtual assistance, improving client satisfaction and retention.

BANAO TECHNOLOGIES (Remote)

Oct 2022 to Oct 2023

- **Sales Development Manager (Intern)**
 - Led the sales development efforts, resulting in a 20% increase in lead conversion rates.
 - Established and maintained strong client relationships, enhancing client retention by 15%.
 - Developed and executed outreach campaigns, improving brand awareness by 25%.
 - Collaborated with cross-functional teams to streamline the sales process.
 - Provided detailed sales reports and analysis to senior management, aiding strategic decisions.

EDUCATION BACKGROUND

MERU UNIVERSITY OF SCIENCE AND TECHNOLOGY

Sep 2021 to April 2025

- **Bachelor of Science in Economics**
 - Pursuing a rigorous curriculum with a focus on economic theory and application.
 - Engaged in various research projects, contributing to academic publications.
 - Participated in economics clubs and competitions, enhancing practical knowledge.
 - Collaborated with peers on group assignments, developing teamwork and leadership skills.
 - Actively involved in university events, promoting a culture of learning and innovation.

ALX AFRICA

Aug to Oct 2024

- **Professional Foundation Course**
 - Completed an intensive course focused on foundational professional skills.
 - Developed a strong understanding of workplace ethics and professionalism.
 - Engaged in projects that emphasized critical thinking and problem-solving.
 - Acquired leadership skills through group activities and presentations.
 - Enhanced communication skills, essential for a professional environment.

ALX AFRICA

June to Aug 2024

- **Virtual Assistant Course**
 - Gained expertise in managing remote tasks efficiently and effectively.
 - Mastered tools and software crucial for virtual assistance.
 - Learned to prioritize tasks and manage time for optimal productivity.
 - Enhanced client communication skills, leading to improved service delivery.
 - Developed a comprehensive understanding of virtual work environments.

CORPORATE FINANCE INSTITUTE (CFI)

Sep to Oct 2022

- **Business Intelligence and Data Analyst (BIDA)™**
 - Acquired in-depth knowledge of business intelligence tools and data analysis techniques.
 - Developed skills in interpreting complex data sets for business insights.
 - Learned to design and implement BI dashboards for strategic decision-making.
 - Gained proficiency in data visualization to communicate findings effectively.
 - Completed projects that involved real-world data analysis scenarios.

CORPORATE FINANCE INSTITUTE (CFI)

June to Sep 2022

- **Financial Modeling and Valuation Analyst (FMVA)®**
 - Mastered financial modelling techniques used in investment banking and corporate finance.
 - Developed advanced Excel skills for financial analysis and modelling.
 - Gained expertise in valuation methods, including DCF and comparables analysis.
 - Completed case studies on real-world financial scenarios.
 - Enhanced understanding of financial statements and forecasting techniques.

OTHER CERTIFICATIONS

GREAT LEARNING INSTITUTE (ONLINE)

Nov 2023

- **ChatGPT for Finance**
 - Gained insights into using AI for financial analysis and decision-making.
 - Applied AI tools to automate financial tasks and increase efficiency.
 - Learned to generate AI-driven reports for better financial insights.
 - Enhanced knowledge of AI applications in finance and business.
 - Developed projects showcasing the integration of AI in finance.

GREAT LEARNING INSTITUTE (ONLINE)

Nov 2023

- **Product Management**
 - Gained a deep understanding of the product lifecycle and management strategies.
 - Learned to create product roadmaps aligned with business goals.
 - Developed skills in market research and customer needs analysis.
 - Gained experience in cross-functional team collaboration for product development.
 - Completed a capstone project on product management in a tech environment.

GREAT LEARNING INSTITUTE (ONLINE)

Oct 2023

- **Investment Banking**
 - Acquired knowledge of investment banking operations and strategies.
 - Learned to analyze mergers, acquisitions, and financial restructuring.
 - Developed skills in valuation and financial modelling for investment banking.
 - Gained insights into capital markets and fundraising activities.
 - Completed a project simulating an investment banking deal.

GREAT LEARNING INSTITUTE (ONLINE)

Oct 2023

- **Digital Marketing Tools Basic**
 - Mastered the fundamentals of digital marketing tools and platforms.
 - Learned to create and manage digital campaigns across various channels.
 - Developed skills in SEO, SEM, and social media marketing.
 - Gained insights into measuring and analyzing campaign performance.
 - Completed practical assignments using digital marketing tools.

- ***ChatGPT for Business Communication***
 - Learned to leverage AI for business communication tasks.
 - Developed skills in drafting AI-assisted emails and reports.
 - Gained experience in using AI tools for enhancing communication efficiency.
 - Explored ethical considerations of AI in business communication.
 - Completed a project on AI-driven communication strategies.

HOBBIES AND INTEREST

- ***Hobbies and Interest***
 - ***Coding and Web Development:*** Enjoy building websites and learning new programming languages.
 - ***Financial Analysis:*** Passionate about analysing financial markets and investment opportunities.
 - ***Reading:*** Regularly read books on economics, finance, and technology.
 - ***Sports:*** Active participant in football and running.
 - ***Travelling:*** Love exploring new cultures and regions, especially those with economic significance.
 - ***Public Speaking:*** Participate in debate clubs and public speaking events.
 - ***Digital Marketing:*** Interested in the latest trends in digital marketing and online branding.
 - ***Volunteering:*** Engage in community service and economic empowerment initiatives.

REFEREES

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