

Samuel Rungene Nyambura

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Career objective: Trained economist who is transitioning into tech

Personal Details

Sex	Male
Marital status	Married
Nationality	Kenyan
Religion	Christian
Languages	English, Kiswahili, Kikuyu (Bantu Language)

Education Background

2009-2013 **Kenyatta University**

Bachelor of Economics and Statistics

Units covered included: Fundamentals of accounting, macroeconomics, microeconomics, and fundamentals of econometrics, advanced econometrics, probability and statistics, principles of management, principles of marketing, economic development, introduction to ICT, communication skills, and entrepreneurship among others.

2004-2007 **Kangema High School**

KCSE B+

1995-2003 **Kangema Primary School**

KCPE 320 marks

Professional and work Experience

01/07/2019- Present Magnate Ventures Limited

Position: Account Manager

Duties and Responsibilities

- Developing sales plans and generating new client business, creating client proposals and presentations to ensure emerging business opportunities are tapped.

- Liaise with the advertising agencies to gather information on execution of planned and upcoming communication strategies.
- Responsible for ensuring monthly, quarterly and annual revenue targets are met and surpassed by finding creative ways to bring in new business and ensure the existing clients' relationships are nurtured.
- To maintain and develop existing customers through high levels of service in order to expand and strengthen the relationship.
- To actively identify opportunities by introducing company products, thereby increasing the revenue opportunity within each customer's business portfolio
- To work with client's management teams and understand particular business strategies
- To communicate customer requirements and/or schedules to the support departments in a timely and executable manner to promote efficiency and customer satisfaction.
- To identify and develop new advertising and visibility solutions and to convert this to actual revenue generation ventures.
- To maintain high levels of client service with clients handled and all prospects.
- To offer leadership, develop and mentor to an account executive(s) working under you.

01/06/2017- 01/07/2019 Magnate Ventures Limited

Position: Team Leader

Duties and Responsibilities

- Providing leadership to the MDS team with proper and continuous guidance especially with the new team members.
- Updating the Business Manager on the progress of the team on a monthly basis
- Ensuring achievement of both individual and group target.
- To increase the new client portfolio.
- To ensure 80% retention of existing clients.
- Cross Selling. Ensuring that all Magnate products range are pitched to the client as opposed to concentrating on specific product which is the multi-directional sign.
- Preparing weekly allowances and monthly commissions for the whole team.
- Acquiring repeat business monthly from existing clients.
- Ensuring 100% debt collection
- Attending and reporting sales report on weekly and monthly sales meetings.
- Supporting and guiding the team members.

11/2/2015- 01/06/2017 Magnate Ventures Ltd

Position: Sales Executive

Duties and Responsibilities

My overall responsibility is to aggressively sell and market the Multi Directional Signs, Street poles and Bus Shelters additionally carry out other duties as my line manager may direct me. My other roles include:

- Prospecting and establishing contact with potential customers proactively.
- Maintaining contact with new and existing customers to advertise on our various products
- Providing feedback of potential customers and members to enhance product functioning and the service delivery.
- Negotiating the agreement terms and closing down sales.
- Ensuring effective internal communication within the Sales, Marketing team and Customer Support and across the company.
- Making accurate, rapid cost calculations and providing quotations.

11/12/2014-02/02/2015 Winnies Pure Health

Position: Field Officer

Duties and Responsibilities

- Merchandiser
- Liaise with stores managers (Tuskys chap chap , Nakumatt Prestige, Naivas Ngong Town, Naivas Home ground) and Winnies Pure Health sales manager to make sure products are available on stores on time and they do not run out of stocks
- Making sure products are well visible in the stores
- Making sure that products are well stocked on the shelves
- Ensuring products are clean and no expiry
- Conducting in-store promotions to enhance product awareness and to increase product sales

2013- 2/03/2014 Pillar Technology Ltd.

Position: Sales executive

Duties and Responsibilities

- Actively looking for new clients
- Retention of already existing clients
- Ensuring smooth distribution of Orange Kenya products (sim cards, airtime, and modems) to the retail market mostly in Nairobi.

12th Feb -5th march 2013 Independent Electoral Boundaries Commission

Position: Polling and counting clerk

Duties and Responsibilities;

- Welcoming the voters
- Checking the biometrics of the voter
- Assisting the PO in ensuring ballot papers are placed in the right boxes.
- Monitoring the movement of voters in the polling room, and
- Directing the voters out of the polling station
- Supervising the queues
- Assisting the Presiding Officer with counting and tallying of votes and preparation of final polling reports.

2008-2009 Kanorero Secondary School

Position: Mathematics and Business Studies Teacher

Duties and Responsibilities

- Taking students through the curriculum
- Conducting exams, marking and grading students
- Ensuring that students arrive on time for the school when on duty
- Ensuring students are neat, organized and disciplined

ALX Software Engineering

01/08/2022 - Present

I am currently on short specializations training as Back-End Engineer Cohort 10

Google Africa Developer Training Program - Android Development

01/07/2022 - 01/03/2023

Android Kotlin Developer

- Kotlin
- Android Development
- Android

Udacity

01/07/2020- 01/07/2021

Android Kotlin Developer Nanodegree Program

Develop android apps with Kotlin

- Kotlin
- Android Development
- Android

Computer Maintenance Skills

WEBBS INSTITUTE

06/07/2015- 11/09/2015

Computer Repair & Maintenance (A+)

- Micro Computers Systems Installations and Maintenance
- Software installations and troubleshooting
- Introduction to networks
- Microcomputer upgrades
- Printers
- Mobile Phone Repair

eMobilis Technology Institute

01/01/2015- 30/05/2015

Mobile Software Development and Entrepreneurship Program (MIT)

This course trains students on how to create content and software for mobile handsets. This includes Business Utilities, Games, Themes, SMS, effectiveness tools etc. At the end of the training, students create a final project, which is presented to a panel of industry leaders. Technologies you will learn include JAVA & Windows Phone, PHP & MySQL, Dot Mobi, SMS Application.

M-Lab East Africa

01/04/2015- 30/05/2015

Android Program

The course trains students on how to create content and utility for Mobile Handsets using Android, an OS from Google. Modules include: Java, PHP, MySQL, Intro to Android/Android Architecture, User Interface Design, Database connection, API's, Accessing Android platform features, Android Background Services etc.

References

- 1 DR. Julius Gachanja
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- 2 MR. Samuel Gichuki
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