

CORNELIUS MOTANYA

Mombasa County
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SUMMARY: Results-oriented professional with a proven track record in sales, technical proficiency, and a commitment to excellence. Adept at exceeding targets, offering versatile technical skills, and grounded in high ethical standards.

EDUCATION:

Bachelor of Business in Information Technology

Jomo Kenyatta University of Agriculture and Technology (JKUAT), 2016
Academic Achievement: *Second Class Honors.*

Kenya Certificate of Secondary School

St. John's Nyamagwa Boys' High School, 2009
Academic Achievement: *Achieved a grade of B- (KSCE).*

WORK EXPERIENCE:

Sales Associate:

Ken Computers, Mombasa (01/2019 - 04/2020)

During my tenure as a Sales Associate at Ken Computers, I played a pivotal role in driving sales and contributing to the overall success of the business. Here are key aspects of my experience:

- Exceeding Sales Targets:
- Demonstrated a proactive and results-driven approach by consistently exceeding individual sales targets.
- Implemented effective sales strategies and techniques to maximize revenue, contributing to the financial success of the organization.

Customer-Centric Approach:

- Conducted product demonstrations for customers, providing insightful and informative sessions to showcase the features and benefits of various computer and CCTV products.
- Built strong relationships with customers by addressing inquiries related to computer hardware, software, and CCTV systems, leading to increased customer confidence and purchase decisions.

Inventory Management and Stock Replenishment:

- Played a crucial role in maintaining an organized inventory system, contributing to a 10% reduction in stock discrepancies.
- Ensured product availability for customers by actively participating in inventory management and stock replenishment processes.

Positive Customer Feedback:

- Received positive customer feedback, acknowledging exceptional customer service and satisfaction.
- Established a reputation for reliability and professionalism, enhancing the overall customer experience.

Collaboration and Team Contribution:

- Worked collaboratively with team members to achieve collective sales goals.
- Participated in team meetings and contributed insights to enhance sales strategies and improve customer engagement.

My experience at Ken Computers not only honed my sales and customer service skills but also instilled a deep understanding of the technology market. This role allowed me to thrive in a dynamic and competitive sales environment, emphasizing the importance of effective communication, product knowledge, and customer satisfaction in achieving business success.

Freelance Experience:

Self-Employed, Mombasa and throughout Kenya (2020 – current)

During my tenure as a Freelance CCTV and Network Technician, I have actively engaged in a wide range of projects, specializing in computer installations and network configurations. My work has extended to clients across Mombasa and various regions of Kenya, and I have gained extensive experience in the following key areas:

CCTV Installations:

- Successfully completed over 40 CCTV installations for numerous residential and commercial clients.
- Designed and implemented systems that include configuring camera setups, intricate wiring, and software configuration.
- Tailored solutions to meet specific security needs, enhancing surveillance capabilities for clients.

Biometric and Access Control Specialist:

- Installed and configured biometric time attendance systems for efficient workforce management.
- Expertise in access control solutions, ensuring secure and seamless entry to authorized personnel.

Network Setup and Troubleshooting:

- Provided comprehensive network setup services for schools and small office businesses with varying requirements.
- Conducted troubleshooting and issue resolution for both wired and wireless networks, consistently delivering optimal performance.

Computer Hardware and Software Repairs:

- Conducted numerous computer hardware and software repairs for individual customers.
- Diagnosed and resolved hardware malfunctions, system optimizations, and software installations promptly and effectively.
- Ensured client satisfaction by addressing a wide range of computer-related issues, from hardware failures to software glitches.

Client Relationships and Project Management:

- Managed client relationships with a focus on professionalism, communication, and understanding client needs.
- Handled project scheduling and billing, ensuring timely and efficient service delivery.
- Developed lasting client partnerships through a commitment to quality service and attention to detail.

My experience as a Freelance Technician reflects the breadth of my expertise, from designing and implementing security systems to providing tailored network solutions. This hands-on experience has honed my problem-solving abilities, attention to detail, and proficiency in delivering high-quality services to a diverse clientele.

KEY ATTRIBUTES:

Technical Excellence:

- Proven expertise in CCTV installations, network setup, and computer repairs.
- Expertise in HTML, CSS, and JavaScript for creating dynamic and visually appealing websites.
- Ongoing learning in advanced web development technologies to stay current with industry trends.

Ethical Standards and Education:

- Grounded in high standards of integrity from coursework in Ethics and Compliance.
- Holds a degree in Information Technology emphasizing data management and security.

Adaptability and Team Collaboration:

- Successfully managed diverse projects and client requirements throughout Kenya.
- Proven ability to work collaboratively in team environments.

Initiative and Entrepreneurial Spirit:

- Operated successfully as a self-employed Freelance Technician, showcasing initiative.
- Adept at adapting to new challenges and contributing to collective success.

REFERENCES:

Available upon request.