Kennedy Wanjohi, Curriculum Vitae
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Professional Summary

Highly skilled **web developer** and **IT consultant** with a strong background **in business development**. Proven ability to create innovative and visually appealing websites while effectively **driving sales** and **client acquisition**. Adept at combining technical expertise with business acumen to deliver results.

Skills.

- Business Development: Sales, Lead Generation, Client Relationship Management, Negotiation, Team organization
- Back-end Development: Node.js, Express.js, Django
- Database Management: MySQL.
- Web Development: HTML5, CSS3, Python, WordPress
- IT support, hardware/software/networking troubleshooting and maintenance.

Work Experience

Web Developer
Freelancer

Jan 2017 - present

- Designed and developed responsive websites for a diverse range of clients, meeting their specific requirements and objectives.
- Implemented front-end frameworks such as React and Angular to create dynamic and interactive user interfaces.
- Developed back-end functionalities using Node.js and Express.js, integrating with databases for seamless data management.
- Optimized website performance by conducting thorough testing and implementing performance enhancement techniques.

- Collaborated closely with designers, providing technical expertise and translating design concepts into functional websites.

IT Intern

Mount Kenya University, Thika
August 2021 – November 2021

- Assisted the IT department in troubleshooting hardware and software issues, providing technical support to staff members.
- Participated in system upgrades and installations, ensuring smooth implementation and minimal disruption to operations.
- Conducted research on emerging technologies and recommended solutions to enhance operational efficiency.
- Assisted in managing and maintaining the company's IT infrastructure, including servers, network devices, and software systems.
- Collaborated with team members to develop and implement security measures to protect the company's data and systems.
- Supported IT projects, including data migration, system testing, and documentation.
- Provided end-user training on software applications and tools to enhance productivity and user proficiency.

Business Development Executive

Zanifu Limited, Nairobi
March 2022 – October 2023

- Identified and pursued **new business** opportunities, resulting in a **30%** increase in client base within one year.
- Developed and implemented strategies to maximize sales and revenue, resulting in a 25% increase in annual profits.
- Made a total sale worth **KSHS 9,200,000** in loans which was disbursed to various small-scale merchants and retailers for over **16 months** in two counties **Murang'a county and Nyeri county.**
- Conducted market research to **identify target markets** and customer needs, allowing for tailored product offerings and increased customer satisfaction.
- Built and maintained strong relationships with key clients, ensuring high levels of customer retention and repeat business.

- Collaborated with cross-functional teams to develop innovative product offerings and pricing strategies.
- Conducted market analysis and competitor research to identify market trends and opportunities for business expansion.
- Prepared and delivered persuasive presentations and proposals to clients, effectively communicating the value proposition and benefits of the company's products/services.
- Tracked and analyzed sales performance, market trends, and customer feedback to identify areas for improvement and implement strategic adjustments.
- Mentored and trained junior team members, providing guidance and support in business development strategies and sales techniques.

Education.

Bachelor of Computer Technology.
Technical university of Kenya, Nairobi
2016 - 2022

Kenya Certificate of Secondary Education
Murang'a High School, Murang'a
2012 - 2015

My Recent Projects

1. Armroth International Borehole Solutions

A currently finished project but yet to go live you can find the documentation on my GitHub profile

2. Nicswaterboreholes Limited

A finished project you can find its live preview on this link: www.nicsdrillingcompany.co.ke

3. Vinsolutions Limited

A complete project but yet to go live you can find the documentation on my GitHub profile

4. Panthplow land Agency

A project that I am currently working on yet to be completed