

RICHARD ONYANGO OMONDI | SALES REP

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PROFESSIONAL PROFILE

Results-driven sales expert with 5+ years of diverse experience in real estate, retail, and tech sales. Proven ability to exceed targets, expand market share, and build lasting client relationships. Adept at territory management, product placement, and sales reporting in fast-paced environments

CORE SKILLS

- ✓ Sales Target Achievement & Revenue Growth
- ✓ FMCG Market Expansion & Retail Merchandising
- ✓ CRM Systems & Sales Data Analysis
- ✓ Client Acquisition & Relationship Management
- ✓ Product Placement & Inventory Management
- ✓ Competitor Analysis & Market Intelligence
- ✓ Multilingual (English, Swahili)

WORK EXPERIENCE

Sales Executive | **Geoscape Global Company** | Mar 2020 – Present

- Increased property sales through strategic market research and unique selling proposition development
- Managed full sales cycle from lead generation to closing deals
- Conducted competitive analysis to position properties effectively in premium Nairobi neighborhoods

Sales Engineer | PYYPL | Aug 2022 – Present

- Led campus activation campaigns, achieving 500+ app downloads in educational institutions
- Trained and managed brand ambassadors to drive product adoption
- Provided technical sales support and after-sales service

Shop Attendant | Umoja Rubber Retail | May 2021 – Dec 2022

- Boosted sales through strategic product placement and upselling techniques
- Managed inventory, stock reconciliation, and POS reporting
- Collected and analyzed customer feedback to improve product offerings

Sales Man | Gold-Rock Duty Free Shop JKIA | 2012 – 2014

- Achieved consistent sales targets in high-traffic airport retail environment
- Maintained attractive product displays to maximize visibility
- Processed orders and managed stock levels

EDUCATION BACKGROUND

Sales Engineering Certificate – General Assembly (2021)

Diploma in Business Management – Nairobi Aviation College (2011)

HIGH SCHOOL CERT C+-Sigalame High school

TECHNICAL SKILLS

• CRM Software | • POS Systems | • Microsoft Office Suite | • Sales Analytics

ACHIEVEMENTS

- Increased retail sales by 30% through improved merchandising
- Successfully launched PYYPL app in 5+ universities
- Maintained 95% client satisfaction across all roles

REFEREE

Upon request.

INTEREST

- E commerce
- Automated sales
- Real Estate
- Sales Engineering.