

## **KEVIN MACHARIA NJUGUNA**

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### **CAREER PROFILE SUMMARY**

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As a highly motivated and experienced individual with a degree in Business IT and a Diploma in IT, I possess a diverse skillset that enables me to thrive in any IT environment.

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### **EDUCATION**

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- **Bachelor of Business Information Technology**- Strathmore University. Jan 2013 to July 2016.
- **Diploma (Information Technology)**- Strathmore University. Jan 2007 to July 2009.

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### **KEY SKILLS AND COMPETENCIES**

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- Designing and developing responsive, full-stack web applications using Next.js, React, PHP (Laravel), MySQL, and MongoDB.
- Applying CSS3 skills to design adaptive layouts, implement responsive designs, and style UI elements using modern CSS properties and selectors.
- Building interactive front-end components with React, including strong command of state and props management, component lifecycles, and performance optimization.
- Working with both relational (MySQL) and non-relational (MongoDB) databases:
  - MySQL – designing normalized schemas, write optimized queries, and manage structured datasets.
  - MongoDB – handle flexible, document-based data storage for applications requiring scalability and dynamic schema design.
- Integrating GraphQL APIs to enhance data querying efficiency by allowing clients to request exactly the data they need, unlike traditional REST APIs.
- Connecting and synchronizing data between MySql, RESTful APIs, and front-end components for seamless, real-time communication.
- Managing codebases through Git repositories, ensuring version control, collaborative workflow, and deployment readiness.
- Optimizing websites for performance, SEO, and accessibility, ensuring consistency across browsers and devices.
- Deploying and maintaining web applications on Vercel and Render, ensuring security, reliability, and scalability.
- Collaborating with clients from concept to delivery—translating requirements into well-designed, functional web solutions aligned with their goals.

**Online Portfolio:** <https://portfolio20-alpha.vercel.app/>

## **WORK HISTORY**

### **Data Analyst**

#### **Sun Pharma Kenya – Currently on contract**

##### **Duties and Responsibilities**

- Collect, clean, and analyze product performance data for **Paliris**, **Ranferon**, and **Zeptide** to support business and field operations.
- Develop and maintain **Excel-based dashboards** and **Pivot Tables** to monitor sales trends, prescription volumes, and patient adherence rates.
- Use **SUMIFS**, **COUNTIFS**, and **IF formulas** to classify **new vs. existing prescribers**, dose cycles, and monthly performance trends.
- Track and analyze **PSR (Pharmacy Sales Representative) mileage logs** to verify field coverage, route efficiency, and reporting consistency.
- Calculate **HQ-level averages** and performance metrics to evaluate regional and individual PSR productivity.
- Compile and validate **monthly mileage summaries** to ensure accurate travel reimbursement and performance tracking.
- Analyze **patient dosing data** to determine due doses, ongoing treatment cycles, and next follow-up dates for Paliris patients.
- Coordinate with PSRs and field teams to reconcile prescription data and maintain data accuracy across all reports.
- Generate **data-driven insights** and visual summaries to support sales, marketing, and management decision-making.
- Prepare **weekly, monthly, and quarterly reports** highlighting prescriber trends, patient adherence levels, and growth opportunities.
- Ensure **data integrity, confidentiality, and compliance** in managing patient and prescriber information.
- Provide **analytical support** for marketing initiatives by identifying underperforming territories and recommending data-based strategies for improvement.

### **Web Developer & Graphic Designer**

**Freelance 2020 - 2025**

##### **Duties and Responsibilities**

- Design, develop, and maintain dynamic and responsive websites for individual and corporate clients.
- Build full-stack web applications using **Next.js**, **React**, **Node.js**, and **PHP (Laravel)** for robust front-end and back-end functionality.
- Manage **database integrations** using **MySQL** and **MongoDB**, ensuring data accuracy and efficient performance.
- Deploy and manage projects through **Git repositories**, ensuring version control, collaborative workflows, and streamlined updates.
- Utilize **Tailwind CSS** and modern UI design principles to deliver visually engaging, user-friendly interfaces.

- Implement and consume **RESTful APIs** to connect front-end interfaces with back-end services.
- Optimize websites for **SEO, speed, and responsiveness**, ensuring cross-browser and mobile compatibility.
- Collaborate with clients to gather requirements, design mockups, and deliver customized web solutions.
- Provide **ongoing maintenance, debugging, and feature updates** for existing web applications.
- Host and deploy projects on **Vercel, Render**, and other cloud platforms for reliable, scalable performance.

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### **Census Enumerator**

#### **Kenya National Bureau of Standards; Aug2019-Sep2019**

##### **Duties and Responsibilities**

- Conducting a comprehensive enumeration of all households and persons within their assigned areas during the census period.
- Recording all necessary data on census questionnaires, including household demographics, housing conditions, and socio-economic characteristics of the population.
- Providing necessary guidance and assistance to households during the enumeration process.
- Ensuring data quality by carefully reviewing all completed questionnaires for errors and inconsistencies before submitting them for processing.
- Reporting any challenges or issues encountered during the enumeration process to the relevant authorities for timely resolution.
- Conducting myself in a professional and ethical manner throughout the census enumeration period, upholding the integrity and credibility of the census exercise.

### **Key Achievements;**

- Successfully completing the enumeration of all households and persons within their assigned areas during the census period.
- Maintained confidentiality and ensured that all data collected during the enumeration process was kept secure and protected from unauthorized access.
- Ensuring that all assigned tasks were completed within the designated time frame.
- Contributing to the successful completion of the national census, which is an important exercise for planning and development purposes.
- Being a part of a historic event that aimed to gather important demographic and socio-economic data for the country's development.

### **Web & Graphics Designer**

#### **SankalalTolutions; 2014 -2019**

##### **Duties and Responsibilities**

- Designing and developing creative and effective website layouts, graphics, and user interfaces.
- Creating and managing digital assets, including logos, icons, banners, and images for web and social media platforms.

- Staying up-to-date with design trends and new technologies to improve design skills and enhance the quality of work produced.
- Communicating and presenting design concepts and ideas to clients or team members, and incorporating feedback into final designs.
- Managing multiple projects simultaneously, prioritizing tasks, and meeting tight deadlines.
- Testing and troubleshooting website functionality and design to ensure a seamless user experience.

### **Key Achievements;**

- Created visually appealing and effective website designs that enhance the user experience and contribute to increased traffic and conversions.
- Received positive feedback from clients or team members regarding design quality and effectiveness, indicating a job well done.
- Managing multiple projects simultaneously, prioritizing tasks, and meeting tight deadlines, while maintaining a high level of quality.
- Creating and maintaining style guides and design templates that ensure consistency in branding and messaging across all marketing channels.

### **Customer Services Intern**

**Consolidated Bank (K) Ltd – Koinange Branch; July 2009**

#### **Duties and Responsibilities;**

- Assigned to the money transfer section, learned and successfully engaged in the process. (Mastrex System)
- Assigned to the inquiries section. Handled customer queries with the guidance of my immediate supervisor.
- Engaged through learning and helping in the clearing of cheques at end of each day at the cashier's section.
- KYC (Know Your Customer) processes. Data gathering and analyzing.

### **WEBSITE LINKS**

- <https://portfolio20-alpha.vercel.app/> - My Portfolio – Tech Stack| NextJs, Git
- <https://watch-frlz.onrender.com/> -Netflix Clone - Tech Stack| NextJs, MongoDB, Git
- Andrews Kuku Poultry management System – Tech Stack | PHP Laravel, Mysql(Xampp)