

Moffat Kagiri Ngugi

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Personal Profile

An exceptional banking officer with a record of exceeding targets and expectations in both growth management and operational excellence. A charismatic and astute leader who works tirelessly to inspire and support my colleagues. A committed analyst and student actuary working to continuously improve my own work and thought process seeking an ideal opportunity for growth in a challenging and rewarding work environment.

Work Experience

KCB Bank, Nanyuki

Direct Sales Representative

(09/2022) – (10/2023)

- Surpassed the monthly branch target for mobile banking, reaching 400% of the target in May 2023. Attained above 100% cumulative productivity in each month.
- Exceeded sales targets through use of excellent product knowledge in retail banking, effective communication, sales target management, and focus on customer satisfaction.
- Organised and undertook an internship at KCB Investment Bank to study the settlement systems used in the NSE, advance product knowledge on the various investment alternatives, and learn how to process trades in treasury and corporate securities.
- Supported the Financial Markets Operations Division to facilitate accurate and timely Fund Transfers to the Central Bank of Kenya for purchases of treasury securities.
- Meticulously carried out all types of brokerage operations and transactions at Nanyuki Branch, including verification of KYC details for CDS account opening.

Trendy Kenya Solutions, Nairobi

Business Development Consultant

(11/2021) – (10/2022)

- Coordinated meetings with potential clients to understand their business needs and demonstrate how our software solutions would meet these needs and generally create value for their business.
- Carried out installation of Information systems for clients and trained them on their usage.
- Developed leads by analysing the business trends in the country to determine the most effective course of action towards the highest profits from software sales.

Centre for Finance, Technology, and Entrepreneurship, Virtual

FinTech Intern

(08/2021) - (09/2021)

- Led a team of five which scored a distinction and ranked first out of the forty teams assigned to Onfido.
- Analysed data for the market research project centred on the performance of businesses in the digital identity verification and authentication services market in the Nordics.
- Presented the problems in the market and potential solutions for them eloquently, leveraging excellent use of Microsoft Office 365 and Adobe.

Education

Master of Science in Data Science, (In Progress)

University of East London, London

Studying various modules; including data ecology, quantitative and qualitative analysis, geospatial data analysis, and predictive analytics.

Bachelor of Science in Actuarial Science (2021)

Daystar University, Nairobi

Researched the impact of the coronavirus recession on the performance of the Kenyan financial market for my dissertation. I used my skills in excel and R Studio for financial and statistical data analysis required.

Kenya Certificate of Secondary Education (2016)

Lenana School, Nairobi

Leader of the Junior Achievers Business Mentorship Club

Certification

Corporate Finance Institute

Financial Modelling and Valuation Analyst (FMVA®)

Key Skills

- **Data Science:** Brilliant with key repositories and have demonstrated an ability to research and mine the most relevant data in my academic projects and assignments. Talented analyst with the ability to pay attention to the finest details and produce nuanced analyses with clear, informative reports. I use Microsoft Power BI for interactive and eye-catching visualisations.
- **R and Microsoft Excel:** Advanced level of skill in using the R language on R Studio for data analysis. Excellent use of excel and its formulas for analysis and communication of various aspects of data.
- **Statistics:** I have developed extensive statistical and analytical skills through the Actuarial Science coursework.
- **Database management and Querying:** I have a thorough understanding of SQL and relational databases.
- **Finance:** I have a thorough understanding of finance and have leveraged my skills in financial accounting, modelling, and evaluation in all of my roles. I am an eloquent communicator through financial reports and have demonstrated this in my previous roles in banking and Fintech.
- **Communication and Presentation Skills:** I am an eloquent and confident presenter in both written and oral communication, having led very successful presentations both in person, and on platforms such as Microsoft Teams.
- **Problem-solving and troubleshooting:** I have a keen sense of systems thinking which enables me to solve problems swiftly.
- **Fast Learner:** An avid learner with a passion for new developments in technology, healthcare, and humanitarian matters, as well as developing professional interests such as Python and JavaScript.