

Erick Kaembu

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Objective

To leverage my extensive sales experience, Data analysis and proven track record of success to drive revenue growth and exceed sales targets in a dynamic and challenging sales environment. I am committed to utilizing my strong communication, negotiation, and relationship-building skills to forge lasting partnerships and deliver exceptional value to clients. My goal is to continuously learn and adapt to market trends, while utilizing innovative sales and technology strategies to maximize profitability and contribute to the overall success of the organization.

Work Experience

MIGHTY INDUSTRIES | SALES REPRESENTATIVE

JUNE 2023 – MARCH 2025

- Developed and executed sales strategies to achieve targets and increase market share.
- Identified and pursued new markets through market visit, cold calling, and networking.
- Built and maintained strong relationships with existing clients, providing exceptional customer service and addressing any issues or concerns.
- Conducted regular market research and analysis to stay informed about industry trends, competitor activities, and consumer preferences.
- Prepared and delivered sales presentations, proposals, and product demonstrations to potential clients.
- Monitored sales performance metrics, analyzed data, and generated reports to track progress and identified areas for improvement.
- Helped with deliveries where need be.
- Streamlined payment accounts for my respective routes' customer.

Education

Mt Kenya University

2023

Diploma in Information Technology

Diploma

Skills & abilities

- Excellent communication skills
- Python
- Strong product knowledge
- Organizational skills
- JavaScript
- R for Data analysis
- HTML
- CSS
- Relationship building
- Adaptability

References

Peterson Njenga.

Sales manager, Mighty industries ltd

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Martin Muthoni

Sales Manager, Mill Bakers ltd

0722 696885