

CURRICULUM VITAE

Personal Information

Full Name: Stephen Mwangi Munyiri

Email: Stephenmunyiri06@gmail.com

Phone: 0725410380

PROFILE SUMMARY

Dedicated and results-driven sales professional with over a decade of experience in sales and leadership roles. My purpose is to empower myself to empower others. Seeking opportunities to leverage expertise in driving revenue growth and leading high-performing sales teams, with a passion for high performance.

SKILLS

1. Sales and Business Development:

- Sales Strategy
- Market Expansion
- Negotiation and Relationship Management

2. Team Leadership and Management:

- Team Building
- Training and Development
- Performance Evaluation

3. Market Analysis and Research:

- Data Analysis
- Sales Analytics Tools
- Competitor Awareness
- Market Understanding

4. Communication Skills:

- Effective Communication
- Presentation Skills

WORK EXPERIENCE

Senior Sales Field Sales Representative (Wholesale & Local Modern Trade)

(2010-2016) and (2019 to Present)

- Achieved consistent sales targets, ranking as a top-performing salesperson for over 10 years.
- Went beyond core roles to support team initiatives.
- Integrated Perfect Store with Customer JBP execution and analyzed sales performance.
- Successfully grew WS ECO from 32 to 55 stores.
- Developed and implemented effective sales strategies.
- Built strong relationships with clients, ensuring high levels of satisfaction and retention.

EDUCATION

- Kenya Christian Industrial Training Institute (2006-2008): Diploma Automotive Engineering
- Kenya Institute of Management (2015-2018): Diploma in Marketing
- Sipili High School (1998-2001)
- Lariak Primary School (1990-1997)

INTERESTS

- Reading: Informative literature and magazines
- Voluntary leadership roles

- Traveling: Exploring exotic regions
- Watching Documentaries
- Ball games
- Research

CERTIFICATION

- Certificate of Completion in Sales and Marketing
- UFSA (Unilever Field Sales Accreditation)
- Certificate of Recognition
- Certificate of Excellence
- Diploma in Theology

REFEREES

1. Mr. Francis Mburu

Director – Gamaag Agencies Distributors

Tel: 0710974115

2. Irene Mate

Brand Manager Nairobi

Tel: 0706123189

3. Mr. John Waweru

Regional Sales Manager – Unilever Kenya

Tel: 0726 693 890

INTERNATIONAL BIBLE SCHOOL



This Certificate In Biblical Studies
Is Awarded To

Stephen Mwangi Mungini

For Successful Completion Of All Requirements
In The Prescribed Curriculum Of Biblical Studies
Offered By The
International Bible School
Cape Town, South Africa.

In Witness Whereof, This Certificate
Is Duly Signed By

The International Director And Local Administrator
For The Date Of Completion As Indicated Below:

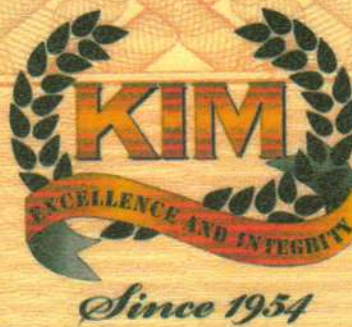
May 16th 2007

Roger E. Dickson

International Director

Ami

Local Administrator



No.101615

THE KENYA INSTITUTE OF MANAGEMENT

This is to certify that

Munyiri Stephen Mwangi

*having completed the prescribed course of study and
passed the required examinations
has been awarded*

*Diploma in Management
Business Management*

Given under the Common Seal of

THE KENYA INSTITUTE OF MANAGEMENT

This 10th *Day of* September *Year* 2019

Director, KIM School of Management

Executive Director, KIM



DCM-BM/NRB/17789

Student Admission Number



Kenya Christian Industrial Training Institute

This document is to confirm that

Stephen Wairangi Wairagiri

Has successfully completed all the prerequisite course work and has satisfied the
examiners in Automotive Engineering and is awarded this diploma in
Automotive Engineering

BOG

8th August 2008

Principal

Department Head



Serial #: CE-2009/0589

KENYA CHRISTIAN INDUSTRIAL TRAINING INSTITUTE

CERTIFICATE

This is to confirm that

STEPHEN MWANGI MUNYIRI

*Has successfully completed a Six Months course
in Certificate in Computer operations*

08 August, 2008

Date:

Chairman, BOG:

Director:

H.O.D:



KENYA CHRISTIAN INDUSTRIAL TRAINING INSTITUTE

COMPETENCY CERTIFICATE

This is to confirm that

STEPHEN MWANGI MUNYIRI

*Has successfully completed a one year Technical
course and has proved competent in*

Auto Mechanics


Chairman, BOG


Director - KCITI


Department Chairman

13th April 2007



Unilever
Field Sales
Accreditation



Certificate of Recognition



This is to certify that

Stephen Munyiri

Has successfully completed the Kenya UFSA Representative Level,
attaining the following accreditation:

Unilever Field Sales Accreditation: Representative

Awac *CHAO*

Area Sales Manager

CWainaina

Cletus Wainaina, National Sales
Manager, Unilever Kenya

2-2/04/2016

Date



LEVEREDGE

A Perfect Unilever Distributor



Unilever

CERTIFICATE OF EXCELLENCE

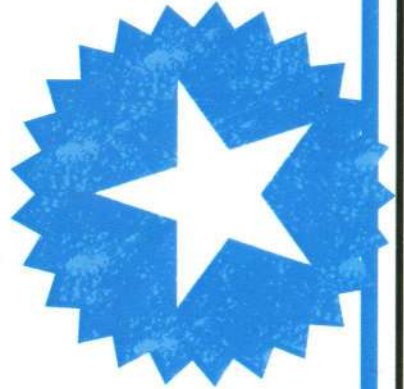
STEPHEN MWANGI MUNYIRI

is thanked for their phenomenal participation in

THE END USER TRAINING

PRESENTED BY: Jane Wanjiru

Kanyem 9/9/2014



ON THIS DAY: September 09, 2014



Certificate OF EXCELLENCE

THIS IS TO PROUDLY ACKNOWLEDGE

Stephen Mung'ithi

**FOR HIS EXCEPTIONAL MARKETING EXPERTISE, WHICH HAS
LED TO EXCEPTIONAL SALES SUCCESS FOR PEPSODENT.**

Your skills and tireless dedication have made an unparalleled impact on our sales, and we are honoured to recognize your invaluable contributions.



A handwritten signature in blue ink, appearing to be 'JL' or similar, written over a horizontal line.

DIRECTOR

A handwritten signature in blue ink, appearing to be 'JL' or similar, written over a horizontal line.

MANAGER