

DERICK KURIA:

Full Stack Developer

|City: Nairobi.

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CAREER SUMMARY

I am a Full Stack Developer leaning towards backend development. I am seeking a challenging and rewarding position as a full stack developer, where I can leverage my skills and knowledge in software engineering.

Over the past year, I have been learning and sharpening my skills in backend technologies, and I am now ready to apply these skills in a professional full stack development setting. My background has equipped me with a unique perspective that I can bring to your organization.

I am proficient with Python. I have experience in server-side coding for web services, and a good understanding of API design principles. I have experience with SQL, MySQL and relational databases.

I am always eager to adapt and grow with the evolving tech landscape. My goal is to contribute significantly to the success of the organization and create impactful solutions. I enjoy helping others around me grow as developers and be successful. My experience includes:

- **Customer Communication:** Efficient in utilizing communication tools to engage and interact with customers, ensuring an engaging experience.
- **Task Management:** Excelled in multi-tasking by proficiently managing various responsibilities in a fast-paced environment.
- **Effective Communication:** Strong written and verbal communication skills, using Slack for seamless team collaboration and maintaining organized communication channels.
- **Interpersonal Skills:** I have exceptional interpersonal abilities, fostering strong relationships with customers, colleagues, and stakeholders. Demonstrated success in resolving customer inquiries, diffusing conflicts, and ensuring a positive customer experience.

Technical Skills: Python, Flask, JavaScript, HTML, CSS, SQL, React, Java, PHP

SKILLS AND STRENGTHS

- **Python:** Proficient in Python programming, with experience in building robust backend systems.
- **JavaScript:** Skilled in JavaScript, capable of creating dynamic and interactive web elements.
- **HTML/CSS:** Solid understanding of HTML and CSS, enabling the creation of visually appealing web pages.
- **React:** Experience in using React for building user interfaces in single-page or mobile applications.
- **Flask:** Knowledgeable in Flask, a micro web framework written in Python, for developing web applications.
- **SQLite3/Database:** Competent in using SQLite3 for database management, ensuring efficient data storage and retrieval.
- **PHP:** Familiar with PHP for server-side scripting.
- **JAVA:** familiar in java programming, with experience in building robust backend systems.
- **Analytical Problem Solving:** Strong ability to analyze problems and devise effective solutions.
- **Written Communication:** communication skills, with a tone for clarity and conciseness.
- **Problem Solving:** Good problem-solving and analytical skills, with a eye for effective debugging.

PROFESSIONAL ACCOMPLISHMENTS

Improved Business Delinquency Rates:

Reduced delinquency rates significantly by actively contacting clients and effectively collecting outstanding payments, contributing to improved financial health.

Efficient Customer Support Handling:

Managed inbound calls from customers regarding satellite and internet services, providing prompt resolutions to their inquiries and concerns.

Customer Needs Discovery and Solutions Presentation:

Identified customer needs through comprehensive questioning, enabling the presentation of tailored products and services to meet their requirements effectively.

Efficient Service Ordering and Installation Scheduling:

Streamlined the process of ordering services and equipment based on customer needs,

ensuring timely installations of satellite services.

Customer Retention Strategies and Sales Boost:

Successfully persuaded customers to retain services by implementing enticing discounts and promotions, resulting in increased customer loyalty and boosted sales figures.

Consistent Achievement of Sales Goals:

Demonstrated consistent success in meeting and exceeding monthly sales targets, reflecting a commitment to driving revenue growth.

Environmental Education Initiatives:

Spearheaded environmental awareness campaigns among the public and schools visiting the animal orphanage, contributing to community education and environmental consciousness.

Tourist Information and Visitor Handling Expertise:

Provided comprehensive information to local and international tourists visiting areas around the Aberdare National Park, showcasing expertise in tourism, research, and information dissemination.

WORK HISTORY

D.LIGHT SOLAR COMPANY

Key contributions

2019-Dec 2023

- Responsible for contacting clients and collecting outstanding payments with the aim of reducing the delinquency numbers for the business.
- Handled inbound calls from customers with questions and concerns about satellite and internet service.
- Discovered customer needs by asking open ended questions and presented appropriate products and services.
- Ordered services and equipment based on customer needs. Scheduled installation of satellite and internet services.
- Persuaded customers to retain services by offering discounts and special promotions on products and services.
- Resolved customer complaints successfully Entrusted with confidential customer information Achieved sales goals monthly.

FINLEY COLLECTIONS AFRICA

AUG 2019-Nov 2019

- **Contacting Debtors:** Initiating communication with debtors through phone calls and emails to discuss outstanding debts and negotiate repayment plans.
- **Negotiating Payment Plans:** Working with debtors to establish manageable repayment plans, considering their financial situations and circumstances.
- **Maintaining Records:** Keeping accurate records of all interactions with debtors, payment agreements, and relevant documentation related to the debt.
- **Monitoring Payment Progress:** Tracking and monitoring debtor payments to ensure they are adhering to the agreed-upon repayment plans.
- **Problem-Solving:** Finding solutions to challenges that may arise during the debt collection process, such as unexpected financial hardships faced by debtors.
- **Meeting Targets:** Working towards and meeting set targets for debt recovery, while maintaining the utter professionalism and ethical standards.

EDUCATION

Moringa school

Location: Nairobi Kenya

2023 sept – March 2024

- Software engineering/web development

Cooperative University

Location: Karen Nairobi

2016 sept- Dec 2018

- ☐ Diploma in tourism management

REFERREES

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