

DERICK KURIA
Full Stack Developer

P.O BOX 76348 00200 NAIROBI, KENYA

PHONE: +254 702155390

EMAIL: kuriaderek@gmail.com

LINKEDIN: www.linkedin.com/in/ravine-derick

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 and 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 skills include:

- **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:** Effective communication skills, with a tone for clarity and conciseness.

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.

WORK HISTORY

D.LIGHT SOLAR COMPANY

Key Contributions

2019 Nov – Feb 2024

- 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

Feb 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 utmost professionalism and ethical standards.

EDUCATION

Moringa School

Nairobi, Kenya

Sept 2023 – March 2024

- Software Engineering

Cooperative University

Karen, Nairobi

Sept 2016 - Dec 2018

- Diploma in Tourism Management

REFERENCES

Anita Kibui

Manager, Call Centre

D-light Solar

Email: anita.kibui@dlight.com

Mobile: +254714078910

Anga Ricken

Supervisor, Call Center

D-light Solar

Email: angaricken0@gmail.com

Mobile: +254722506664