

LEON MURIUKI

MORE ABOUT LEON

Leon is a motivated, dedicated, loyal and ambitious person who has the ability to work both within a team and alone without supervision. He embraces new challenges thrown his way. He is a very good listener with good people skills.

CONTACT DETAILS

- Phone number: 0712719813
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- LinkedIn - https://www.linkedin.com/in/leon-muriuki-b28a67209?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3B1y%2FZ5iBAQLGwI%2FzAvi4%2F4A%3D%3D

HOBBIES

Leon enjoys long walks and hiking, is passionate about sports like football and rugby, enjoys novels with genres related to fantasy and crime investigations and enjoys cooking.

SKILLS AND ABILITIES

- Excellent Customer Service Skills
- Honesty and Integrity
- Project Management Skills
- Teamwork Skills
- Interpersonal Communication Skills

EDUCATION

STRATHMORE UNIVERSITY

Bachelor of Commerce

Jun 2017 - Sep 2021

Leon obtained his degree in Bachelor of Commerce at Strathmore University majoring in Management Science which encompasses supply chain management, project management and business statistics. Leon also minored in Human Resource Management.

CONSOLATA SCHOOL

Jan 2013 - Nov 2016

Leon completed his high school studies at Consolata School where he studied English, Mathematics, Kiswahili, Chemistry, Biology, Physics, Geography and Business Studies.

EXPERIENCE

Sales Associate

ISBI (Institute for Small Business Initiatives)

June 2022- Current

Leon performs various roles at ISBI such as;

- Contributing to lead generation by making outbound calls to prospective clients to explain the various entrepreneurship programs ISBI offers and capture their profiles into a CRM system.
- Offering support to the business development team by planning and executing the company's entrepreneurship open sessions, work shops, exhibitions and other entrepreneurship events,
- Helping to develop client relationships and retain existing accounts

Sales Representative

Citizen Trading Company Ltd

Feb 2021 - Sep 2021, March 2022 - May 2022

Leon performed roles at Citizen Trading company ltd such as:

- Overcoming objectives with effective product demonstrations and persuasive communication skills.
- Developing strong customer relationships via cold calls, presentations, and effective leads management.
- Supporting sales plans by building strategies, proposals, and forecasts.

Commissions salesperson

Biz4d (Business for Development)

Oct 2021 - Feb 2022

Leon performed various roles at Biz4d such as:

- Cold calling clients in an attempt to sell mentorship programs, partnership licenses and mentorship enhancing apps.
- Researching on ways to enhance lead management.

INTERNSHIPS

Banker at Rafiki Microfinance Bank

Nov 2019 - Jan 2020

Leon completed a 3-month internship at Rafiki Microfinance Bank Biashara street branch. There, he worked in customer service department aiding clients in opening bank accounts and in the credit department preparing and issuing bid and performance bonds

COMMUNITY SERVICE

Assistant Teacher at C.I.T.A.M Schools Woodley Academy

Jan 2018 - Mar 2018

Leon gave back to the community by performing certain roles at C.I.T.A.M Schools Woodley Academy. These roles included: marking of various examinations, entering of data into the school records and digital databases, assisting in coordinating school events such as games time, school elections and the annual swimming gala, light manual work such as assisting the caretaker in arranging stores and moving items and conducting short teaching sessions

REFERENCES

- Maryanne Akoth (Director of Programs at ISBI (Institute for Small Business Initiatives)) - 0722610412 (maryanne.akoth@isbi-kenya.org)
- Francis Mutua (HR, Finance and Administration Manager at ISBI (Institute for Small Business Initiatives)) - 0710586866 (francis.mutua@isbi-kenya.org)
- Olive Kirigo (Business Development Manager at ISBI (Institute for Small Business Initiatives)) - 0722272394 (olive.kirigo@isbi-kenya.org)
- Anne Njoki (Managing Director at Citizen Trading Company Limited) – 0722805483.
- Eleonore Wall (CEO of Biz4d(Business for Development)) - EleonoreWall81@gmail.com.
- Valentine Mwangi (Rafiki Microfinance Service Delivery Manager Biashara Street Branch)– 0711073405/0721923965
- Kenneth Muriithi (Rafiki Microfinance Credit Manager Biashara Street Branch) - 0728547368
- Stanley Musyoka (Headteacher of C.I.T.A.M Schools Woodley Academy Ngong Road)– 0710250419