

LEON MURIUKI

MORE ABOUT LEON

Leon embodies motivation, dedication, and ambition, excelling in both collaborative team environments and independent settings. He eagerly embraces new challenges, demonstrates attentive listening and exceptional interpersonal abilities.

CONTACT DETAILS

- Phone number: 0712719813
- Email address: muriukileon7@gmail.com
- Home address: P.O BOX 24648-00502, Karen, Nairobi.
- 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, enjoys cooking and making web applications

SKILLS AND ABILITIES

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

EDUCATION

UNDERGRADUATE

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.

SECONDARY

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.

SHORT COURSES

MORINGA SCHOOL

Software Engineering

Sep 2023 - May 2024

Leon completed a certificate in software engineering at Moringa School majoring in full stack development where he studied various computer languages such as HTML, CSS, JavaScript, React and Python

EXPERIENCE

Business Development 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

Business Development Associate Citizen Trading Company Ltd May 2021- 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.

Sales Representative Biz4d (Business for Development) Feb 2021 - April 2021

Leon performed various roles at Biz4d such as:

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

INTERNSHIPS

Banker 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 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

- Olive Kirigo (Business Development Manager at ISBI (Institute for Small Business Initiatives)) - 0722272394 (olive.kirigo@isbi-kenya.org)
- Brian Wasike (Operations Manager at ISBI (Institute for Small Business Initiatives)) - 0707271158 (brian.wasike@isbi-kenya.org)
- Nehema Mburuki (Marketing Lead at ISBI (Institute for Small Business Initiatives)) - 0717978634 (nehema@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