

## **JUMA JOSEPH ODHIAMBO**

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### **CAREER OBJECTIVE:**

To combine the power of science, technology and business development to passionately deliver essentials services to human progress.

### **CORE STRENGTH:**

- Extensive knowledge of East African Lubricants, Construction and Coatings market
- Lubricants formulation, specification and cost optimization.
- Superior presentation and efficient sales communicator – Persuasive and negotiating skills.
- Customer Service orientation – Active listener and 360 deg Account management
- New market development, indent & ex-stock business and Sales force management

### **WORK EXPERIENCE:**

#### **1. Technical Sales (East Africa region)**

**Organization:** IMCD Kenya Ltd

**Period:** March 2017 to date

Shrewd market, product & B2B development, accounts management, Technical support and formulations for the below industries: -

1. Lubricant and Fuel additives from Afton Chemicals Ltd packages and components
2. Bitumen/Asphalt Emulsifiers and Adhesion promoters from AkzoNobel
3. Paint: Binders, HEC, Surfactants, Pigments, Extenders, Coalescing agents, Bentonite, etc
4. Construction and Coatings: Cellulose Ethers, RDP, SBR, Defoamers, HAC, Hydrophobic agents, Styrene acrylics (1K & 2K), Epoxy resin and Hardener.

#### ***Selected Performance Highlights:***

- Closed 2018 Additive Sales of USD 600,000.00 with average 19.2% GP in the initial year

#### **2. Sales Engineer (East Africa region)**

**Organization:** REDACHEM East Africa

**Period:** January 2015 to February 2017

Developing East African market for:

1. Plastic Industry: PVC Stabilizers, Masterbatch, Process aid, Waxes, Carbon black and Stearic acid.
2. Construction Industry: - raw materials for admixtures, Polymer systems, waterproofing system, engineering grouts, Tile adhesives, dry mix and Bitumen.

***Selected Performance Highlights:***

- Shrewd product promotion creating awareness to over 90% of the potential customers
- Kicked started sales spanning to gross profit of USD 20,000 in the introductory year 2015.

**3. Assistant Engineer** – Business development, Procurement and Quality assurance.

**Organization:** China Overseas Engineering Group Company Limited (COVEC - Kenya).

**Period:** August 2011 to December 2014.

**Responsibilities: -**

- Stakeholders' business relations management, coordinating effective and efficient communication with government agencies, contractors, clearing agents and shippers.
- Project Management; planning, costing, bidding, tendering and execution.
- Conducted supplier operational assessments, negotiations, materials quality assurance, expedite orders, deliveries, payment issue resolution and logistical management.

**Projects completed:** Kisumu Airport phase I and Multi-training Centre project in Juba, South Sudan.

**4. Sales Engineer;** Dinesh Engineers (2012 – 2014 part time); - Market development for construction machineries and spares

**5. Student intern - Quality control;** Kenya Pipeline Co. Ltd (May – August 2009)

**EDUCATION AND TRAINING:**

Qualification	Grade	Institution	Date
B. Eng. Chemical and Process Engineering	Second Class Honors	Moi University	December 2011
Kenya Certificate of Secondary Education	A-(minus)	Maseno School	December 2004

**AWARD**

Moi University 2011 Merit Award for outstanding service delivery to the University community.

**Short Training advancement:**

1. ICIS African Base oil conference: Accra – 2017 and Cape Town – 2019
2. IMCD Business Group - Lubricants and Fuels: Component additives performance and base stocks classification training
3. Lubricant, Base oils, additives and formulations - Afton Chemicals UK, May 24 – 27, 2017
4. Asphalt School – AkzoNobel Sweden May - 2018.

**PROFESSIONAL BODY:**

Engineers Registration Board of Kenya - Registered Graduate Engineer, Serial No. B7422 (2012)

**REFEREES:**

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