

Roy Laban Otieno

Personal Details

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Profile

I am enthusiastic about engineering, innovation, and disruptive ideas in business & technology. I bring proven expertise in the technology sector; encompassing customer care, business development and resource co-ordination to meet short and long-term goals. My aspiration is to become a perceptive and discerning technological, business & organization leader capable of influencing strategy and vision.

Skills

- Business Analysis & Development
- Marketing Strategy development and implementation
- Feasibility analysis and Tender Evaluation
- Customer Support
- Expertise in Navision ERP, MS Excel, MS PowerPoint
- Value Based Offer Management
- Familiar with C, Java, MySQL, JavaScript, HTML and pHp

Work Experience

September 2021 - Present	<ul style="list-style-type: none">• Power Products Offer Manager<ul style="list-style-type: none">• Defining and maintaining the strategical roadmap for Schneider's Power Products within the East African region in compliance with industry standards and quality regulations.• Specifying and managing the marketing mix of the Power Products offer.• Constantly evaluating the effectiveness of existing channels and market trend while scanning the marketplace for new and attractive channels• Offering technical support and trainings to partners on LV/MV systems and components.• Supporting operational marketing in growth action deployment
January 2021 - August 2021	<ul style="list-style-type: none">• Energy Automation Design Engineer<ul style="list-style-type: none">• Design of Energy Automation schemes and Protection Systems for HV and MV power stations and distribution lines

	<ul style="list-style-type: none"> • Design and Implementation of LV systems automation changeovers using schneider PLC. • Support tendering team in prescribing protection relays and architectures
January 2020 - January 2021	<ul style="list-style-type: none"> • Graduate Trainee, Schneider Electric <i>Tendering Graduate Engineer, Sep 2020 – Present</i> <ul style="list-style-type: none"> • Tender Evaluation to develop Technical and Commercial Proposals to customers. (Utilities, Buildings and Industry market Segments) • Technical presentations to customers on Medium Voltage, Low Voltage and solar products. • Offered Technical Support to sales teams for tender Prescription. • Conducted risk and opportunities analysis on RFQs and tracking the same during projects tendering. • <i>Marketing & Business Development Graduate Engineer May 2020 - Aug 2020</i> <ul style="list-style-type: none"> • Marketing & Sales Plan monitoring and support • Offer Optimization for Industry segment • Inventory Management on NAV • East African price list adjustment • Competitor Analysis • Product Cross Referencing • Distributors, Panel Builders and OEM's business performance analysis • Launching and seeing through product sensitization campaigns • <i>Technical Customer Care Center, Jan 2020 - April 2020</i> <ul style="list-style-type: none"> • Consolidation & Maintenance of partner and customer databases to enhance delivery of service • Process documentation and formalization of Schneider Electric Kenya policies as per the corporate guide for Enterprise Process Model (EPM) with a full description for frame of work and procedure implementation • Providing technical solutions to customers across the East African region based on Specification and Energy Sustainability. • Creation of Sales Quotes and actioning Sales Orders for distributors and panel builders. • Survey distributors, PnBs and OEMs satisfaction with services provided by SEK.
January 2019 - April 2019	<ul style="list-style-type: none"> • Engineering Attachee <i>Kenya Electricity Transmission Company (KETRACO)</i> <ul style="list-style-type: none"> • Having been posted to a power station under construction, my capacity as an attached student entailed counter-checking high voltage power protection board connections and the adherence to set safety standards. • The highlight of this attachment was a proper and thorough execution of power protection procedures to the site machinery and personnel.
October 2017 - January 2018	<ul style="list-style-type: none"> • Intern <i>Unilever Kenya</i> <p>I was actively involved in the production section where I was tasked with a 3-month project to solve recurring massive downtimes due to machine breakdowns at the site. Success was determined by both solution creation and implementation. I came up with maintenance procedures that ramped up production and reduced machine downtimes by up to 30%.</p>

Education & Qualifications

Sept 2014 – Sept 2020

- **Electrical and Electronics Engineering**

University of Nairobi

Upper Second-Class Honors BSc. Electrical and Electronics Engineering with industrial experience. Modules included object-oriented programming, Microwaves and Antennas, Power Systems, Telecommunications and Electroacoustics.

Final year project: IoT integrated fall detector and response system.

Feb 2010 - Nov 2013

- **Secondary Education**

Maseno School

Mean Grade A: Kenya Certificate of Secondary Education

Certifications

Power Scada Operation

Schneider Electric, May 2021 - Present

Competent Level in Schneider Electric Process Instrumentation

Schneider Electric, November 2020 - Present

4G Data Logger - Basics, Measurement and Technology

Schneider Electric, October 2020 - Present

Node-Red: Basics to Bots

IBM, November 2019 - Present

Leadership and Volunteering

Kenya Red Cross Volunteer

Kenya Red Cross UoN Chapter, 2014 - 2019

Low Voltage Electrical Systems and Ecodial Trainer

Schneider Electric & NITA, 2022

Referees

Ian Gichuru

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