

Resumé

SAMMY W. WAITE

Address: P. O. Box 9194-00100 Nairobi, Kenya

Mobile: +254 722 839 655

Email: waite.sammy@gmail.com

Skype address: sammywaite

Profile

A proven, verifiable track record for accomplishing the most challenging goals, making a "strong commitment with a sense of personal responsibility holistically, resulting in superior products and service to the clientele."

Related Experience

2004 - Present *East & Central Africa.*

- Designed and developed power solutions for domestic, institutions & industrial power users.
- Annual savings millions of dollars as a results of a well designed power solution as well as referral customers
- Developed and run the Solar Academy where I train internal staff and other clients outside of Chloride Exide

Portfolio

2013 – Current: Business Development Manager. *Chloride Exide LTD.*

- In charge of product development, trainings as well advising the organization the trend the world is taking in relation to power solutions.
- Development of regional Engineers to be able to decentralize design and project implementation to regional levels.
- Running the Solar Academy for training the sales & technical teams
- Design industrial solutions that have revolved embracing of renewable energy solution to industries.
- Speaker in various energy forums designed to advocate energy alternatives cutting across various sectors of the economy

2009 – 2012 Technical Manager. *Chloride Exide LTD.*

- Provided design support to engineers, contractors and planners for the development and implementation of renewable energy Solutions.
- Coordinated the successful simultaneous development of several projects.
- Generated new accounts and built annual revenues increased repeat sales through creative design and scheduling solutions.
- Implementation of a customer support service for installation and after sales services

2007 - 2009 Sales Engineer. *Chloride Exide (K) Ltd.*

- Created and managed branch and dealer sales, sales management, and service management training programs.
- Generated new accounts and built annual revenues.
- Increased sales substantially through providing alternative energy solutions
- Introduced renewable energy solution to more than fifty institutions and they embraced green energy
- Closed a deal with Kenya Revenue Authority who ended up buying more than 650kW power back up solution for various stations.

2002 - 2006 Chief Technician. *Chloride Exide Limited.*

- Responsible for the proper operation and performance of the technical team as well as advise sales and management on technical issues
- Monitored schedules and took appropriate actions to ensure project completion on schedule and within approved cost limitations as well as grew the department.
- Performed field installations and designed better and faster ways of carrying out the installation which resulted in faster and more profitable operation

1999 - 2002 Senior Technician. *Kenital Solar Limited.*

- Provided technical support for system design to the sales team as well coordinating the installers.
- Established record of high performance standards, including attention to schedules, deadlines, budgets, and quality work.

Language

English (Fluent), Swahili (Fluent)

Skills

MS Project (Proficient), Outlook (Highly proficient), MS Access (Proficient), MS Word (Highly proficient), Windows XP (Proficient), MS Visio (Proficient), PowerPoint (Highly proficient) and Visual Basic (Proficient).

Education

1999 Diploma In Electrical Engineering. *RTI Training Institute*

2013 Executive Bachelors in Business Management – *Management University of Africa*

2009 Kaizen Management 1YR *Kaizen Institute*

2008 Strategy Development. *The ACT Institute*

2008 Sale & Marketing Course 6Months *The ACT Institute*

2007 Management Skills Development Course 8Months *The ACT Institute*

2006 Fire Disaster & Safety Management Course. *Firesnow*

2005 Training the Trainer. *KHI*

2015 Project Management: *Raiser Resource Group*

2017 Risk Management: *PwC*

Professional Meetings

- **2008 Wind Generation Assembly Meeting.** Flagstaff, Arizona - *Attendee.*
- **2008 Solar Thermal Heaters Meeting.** Athens - Greece, *Attendee.*
- **2009 Canton Tradefair.** Guangzhou, *Attendee.*
- **2012 Victron Dealer Meet.** Johannesburg – South Africa, *Guest Speaker.*
- **2013 InterSolar.** Munich, *Attendee.*
- **2014 German B2B Meetings.** 4Cities in Germany, *Presenter.*
- **2017 InterSolar.** Munich, *Attendee.*
- **2019 SNEC Energy Conference.** Shanghai, *Attendee.*

Honors & Activities

- Runners up in the 2009 Annual Concour De Elegance with a 1962 Austin Mini.
- Have attended various trade shows and trainings in South Africa, China, USA, Greece, Germany, Egypt and Dubai.
- Active Basketballer and Cyclist

References

Charles Gichira

IT Director,
Teachers Service Commission.
Tel: +254 722 550 615
charlesgichira@tsc.go.ke

Peter Ngotho

Finance Manager,
Tambuzi LTD.
Tel: +254 722 599 739
peter.ngotho@tambuzi.co.ke

John Ruto

Asset Care Manager,
East African Breweries Limited
Tel: +254 722 441181
john.ruto@eabl.com