

Evans Khisa Wanyonyi

Curriculum Vitae

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SUMMARY OF EXPERTISE

- a) **Business development skills**-Promotion of brands and products and continuously meeting the set targets.
- b) **Relationship management**-Expertise in continuous engagement between the organization and its customers and promote a positive image of the company.
- c) **Customer Service**-Master in customer satisfaction and service delivery, information provision and resolve challenges directly or through team members.
- d) **Leadership and Team Development** –Over 2 years’ experience in leading and directing teams as well as Coaching and mentoring to ensure set targets are achieved.
- e) **Cash Management** –Experience in teller services and teller management while managing risk and preventing money laundering.

WORK EXPERIENCE

FREELANCE DERIVATIVES TRADER.

From 1/04/2017 to date.

- Vast experience and exposure to margin Fx trading.
- Good understanding of algorithmic trading, High-frequency trading. Skills in handling lmax api.
- Proficiency and understanding of the MT4 platform.
- Excellent skills in algo forward and backtesting optimization of trading robots.
- Ability to perform Monte Carlo simulations, give understandable reports on trading strategies.
- Understand risk and how to mitigate them in margin trading.
- Ability to set up RDP's or virtual machines. Check for best locations to set them up/ collocate them considering latency.
- Able to identify slow and fast data feeds/ price quotes.
- Introducing Broker.

TELLER

Company – Standard Chartered Bank.

From 26/9/2015 to 31/3/2017

- Anti-money laundering training and experience.
- Know your client including a deep understanding of FATCA.

- Good understanding of CBK guidelines and operations including large cash withdrawal limits.
- CMA regulations with regards to FX trading.
- Market intelligence. What other banks are offering and which new products are available in the local banking arena.
- Excellent understanding of the operations process. Skilled in cash management, cheque clearing.
- Learned about fraud prevention and reporting process.
- Best FX rates to issue to customers ensuring maximal profits to the bank as well as competitive sharp rates to customers.
- Excellent negotiation skills.
- Good pitching and sales closing skills.
- Training and deep understanding of insurance products.

BANCASSURANCE OFFICER

Company: Liberty Africa

From 1/3/2015 to 4/10/2015

- Reporting directly to head of bancassurance.
- Corporate insurance sales. Peaching to school directors and parents on the significance of new life insurance products. Creating networks with private school associations for purposes of sales lead referrals and sponsors.
- Ideas on beneficial events to sponsor so as to generate sales leads.
- Worked as a contractor in the claims department, reporting under claims manager.
- Reading and understanding policy documents and being the first line of approval before forwarding to claims manager.
- Ensure claims are paid promptly.
- Collect accurate information and documents to process the claims.
- Analyzing a claim made by a policyholder.
- Updating clients on the status of their claims.
- Investigating potentially fraudulent claims.
- Tracking claims and following up with underwriters regularly and ensuring prompt claim settlement.
- Notifying the department on any issues affecting risk and where risk mitigation can be administered.
- Preparing claim summary reports, claims history and statistical reports desired by the department heads.
- Ensuring the customer is treated fairly and that the customer receives excellent services in accordance with industry and service guidelines.
- Manage day to day Insurance operations which entails selling insurance products, booking the business within defined terms and conditions, supporting clients with insurance advice and documentation.
- Ensure all customers insurance enquiries are handled promptly and accurate records on insurance transactions maintained.
- Effectively create new client relationships and partnerships whilst ensuring retention of existing business relationships by ensuring high standards of customer service
- Ensuring premium is collected as per the laid down procedures on all insurance business transacted.
- Participate in meetings and offer valuable ideas contributing to the growth of the insurance business.
- Identify and leverage potential business opportunities through market intelligence and trends and participate in all business growth initiatives.
- Preparing reports and presentation materials.

FINANCIAL CONSULTANT

Company: Citidel Company Limited

From 8/4/2014 to 5/12/2014

- Selling different offshore investment products including E.T.F, Mutual funds (most Templeton products), Contracts for difference derivatives.
- Formulate plans and execution strategies to deliver set targets in close consultation with the seniors.
- Cold call as appropriate to ensure a robust pipeline of opportunities. Meet potential clients by growing, maintaining, and leveraging my network.
- Developing strong working relationships with prospective clients.
- Analyze market feedback and pick out desired needs in order to influence new product development.
- Present products and services and enhance existing relationships.
- Producing monthly pipeline reports.

EDUCATIONAL BACKGROUND

University of Nairobi	Bachelor of Science in Actuarial Science	2003-2007
College of Insurance	Long term business insurance sales	2016
Highway S. School	KCSE certificate	1999-2002

REFEREES

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