

BIODATA**Name:** Jimmy MURUNGI**Date of Birth:** 05 July 1986**Nationality:** Ugandan**Address:** Ntinda-Kigoowa Road, Kalinabiri I Zone, Kampala**Mobile:** +256 (0) 758 858242 / +256 (0) 786 644034**Email:** jimmymurungi@yahoo.com**CAREER OBJECTIVE**

To achieve high career growth through a continuous learning process and teamwork while keeping myself dynamic, visionary and competitive with the changing scenarios of the world.

EXPERTISE & COMPETENCE

- Sales and Business Development.
- Market research, Marketing Expertise, Market intelligence.
- Counseling and Motivation speaking.
- Public Relations and Brand Management.
- Strategic Planning and execution.
- Customer and Management.
- Events Planning and Management.
- Interpersonal Relations and Communication.
- Team Building and Leadership.

WORK HISTORY

1. **Sales & Marketing Officer (Northern Uganda) – Trevo Global (U) Ltd;** Sep 2015 – May 2018.

Duties and Responsibilities:

- Leading Business development and marketing strategies on behalf of the company in Northern Uganda with major focus on increase in sales and number of life and health coaches enrolled/registered.
- Warehouse management and stock monitoring.
- Developing sales contact plan, building strategic proposals and pitching to small and medium-sized clients.

Key Contributions:

- Raised sales by 55% in northern Uganda.
- Daily, weekly, monthly and annual update of sales data on the company system.
- Increased the number of life and health coaches in northern Uganda.
- Handled the media and public relations on behalf of company in northern Uganda.
- Engaged company in different exhibitions and trade shows in northern Uganda.
- Implemented the marketing and awareness campaigns in Northern Uganda.

2. **Business Development Manager – Standard ICT and Enterprise Solutions Ltd;** Jan 2012 – Jun 2015.

Duties and Responsibilities:

- Design and execute all the business development strategies
- Manage the sales team.

Key Contributions;

- Turned around company's revenue by bringing in big players such as Movit, Kinyara Sugar Ltd, UEDCL, Uganda Development Corporation, URSB, AbiTrust, G4 Security Services and many more.
- Designed marketing and communication models for the company.
- Pitching to prospects.
- Ensured efficient customer service and relations.
- Built and led a solid engagement sales team.
- Identified different sales leads and prospects.
- Oversaw all business operations of the company.

3. Products Promoter – Uganda Telecom (UTL); Jan 2011 – Nov 2011.**Duties and Responsibilities:**

- Selling and promoting UTL products.
- Performing other duties as and when called upon.

EDUCATION **2007 – 2010;** Ndejje University; **Bachelor of Journalism and Mass Communication.**
2005 – 2006; Nakaseke International College; **Uganda Advanced Certificate of Education (U.A.C.E).**
2000– 2003; Excel High School; **Uganda Certificate of Education (U.C.E)**
1993 – 1999; Kinyara Sugar Works Primary School; **Primary Leaving Education (P.L.E) Certificate**

TRAININGS & CERTIFICATIONS **2012;** Mart Networks – **Cyberoam (SOPHOS) Sales Champion**
2010; SABMiller/Nile Breweries Ltd – **Communication and Corporate Affairs**
2009; TASO – **Advocacy and Networking**
2008; Masindi Broadcasting Services (Radio Kitara) – **News Writing, Reporting & Radio Broadcasting**

TECHNICAL EXPERIENCE

- MS Office
- MS Excel
- Sales Funneling

CORE SKILLS Excellent team playing capabilities; Self-motivation to accomplishment of tasks assigned; Ability to operate transparently without compromising confidentiality; Ability to work effectively in a dynamic and multi-tasking environment under little or no supervision; Flexibility; Fast learner; Result-oriented; Good communication (verbal and written) skills; Excellent interpersonal skills; Strong analytical and problem solving skills.

LANGUAGES English, Runyakitara, Luganda, and Swahili.

REFEREES	Mr. Karugaba Collin General Manager, Trevor Global (U) Ltd. Tel: +256 (0) 702 810007	Mr. Kamoga Adrian Managing Director, Standard ICT & Enterprise Solutions Ltd. Tel: +256 (0) 756 595352	Mr. Isaac Moses Kasule Managing Director, IMK Business Consultants (U) Ltd. Tel: +256 (0) 757 443217
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DECLARATION I hereby declare that the above written particulars are true to the best of my knowledge and belief.

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 Jimmy **MURUNGI**

Date:/...../.....
 (DD/MM/YYYY)