



# DENNIS MURIITHI MUTHONI

Sales specialist

## EDUCATION

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**Machakos university kenya**

2019

**Diploma in sales and marketing**

**NATIONAL YOUTH SERVICE R.C.T.C**

2014-2015

**CERTIFICATE OF AUTOMOTIVE ENGINEERING**

Module 1&2

**Giga ICT center**

2012

**Advanced certificate of computer studies**

**Heroes of the nation High School**

2007-2011

**Kenya Certificate of Secondary Education**

## PROFILE

Goal-oriented individual seeking a position in a fast growing organization in order to apply leadership and management skills to motivate team members and increase productivity.

## OBJECTIVES

To fully utilize my current qualification and abilities to enhance, improve and be a key resource to the society.

## PERSONAL PROFILE

- Self-motivated and result oriented
- Honest
- Dedicated
- Flexible working hours
- working under minimum or no supervision.
- Rapid and adoptive

## CONTACTS

Tel: +97430044926

email:denno.swank@gmail.com

## SKILLS AND HOBBIES

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### SKILLS

- Microsoft Office, excel and powerpoint
- Good data generation and data reporting
- Ability to work in a fast-paced environment
- Multi-tasking and time management
- Excellent organizational skills, Great communication and interpersonal skills.
- Customer service oriented
- Inventory management
- Adoptability

### HOBBIES

- Playing football and rugby
- Traveling
- Listening and playing music(disk jockey)

## WORK EXPERIENCE

**Carlcare Kenya**

**2021Dec-2024Jun**

*sales personne/sales  
specialist /*

### **Duties And Responsibilities**

- Prospect and qualify new leads through various channels such as cold calling, networking and referrals.
- Stay up to date on industry trends and competitor activities.
- Identify customer needs and present them to the company.
- Follow up on quotations to close business and obtain feedback from the customer.
- Forward customer complaints and queries to the company and ensure that the same are addressed.
- Sell and promote the company's products to potential and existing customers.

### **Referee**

**Miss Rukia Amina**

Supervisor @calcare  
tell: +254797185998

**CFAO MotorsKenya ltd**

*POSITION: sales/marketing and retail  
2019 jan-2021 nov*

### **Duties And Responsibilities**

- Conduct regular field activation to expand the customer and market base for the Yamaha and B2C models.
- Offer financial facilitation through sourcing, documentation and follow up on finance applications for clients to enhance archiving sales targets and customer retention.
- Participate in marketing activities to promote Yamaha B2C and awareness for market expansion and acquisition of new clientele
- Generate field reports on market intelligence and coordinate digital campaigns.
- Organize B2C field activities and display them in riders events as per calendar.
- Conduct product demonstration to prospective customers.
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### **Referee**

**Mr David Njuguna**

toyota Managing Director  
Tel: +254717272808

**Denis engineering institute**

*POSITION: Motor Vehicle workshop attendant / Driving instructor  
2015 dec-2018dec*

## **Duties And Responsibilities**

- Greet customers and answer questions while informing them about the available products and services
- Inspect cars to detect damage and verify presence of accessories listed on the invoice like spare tires and stereo equipment.
- Provide valet parking services.
- Assess, identify, document and report all the interior and exterior damages
- Assist customers to load their vehicles with their purchases.
- Ensure safety and security of customers and their vehicles.
- Educate future drivers on road regulations and traffic rules.
- Demonstrate and explain the handling and mechanical operations of vehicles.
- Supervise individuals during driving practicals.

## **Referee**

**Mr Ian Kangethe**

Managing Director

Tel: +25419407693