

TONNY KIPKEMBOI

OBJECTIVE

An enthusiastic, dedicated and versatile professional with 5 years + work experience, great academic background and excellent attitude towards innovation and co-creation. I possess a sharp mind that grasp concepts quickly, has accurate sales acumen, I tend to solve logic problems. Personal goals are geared to development and spearheading for a technology driven transformation for enterprises, organizations and small-businesses across Africa.

Ready to learn, execute and manage enterprise grade solutions and accounts.

SKILLS & ABILITIES

Sales expertise, on enterprise accounts management.

Stakeholder reporting and engagements.

Robust digital products solutions expertise.

Network setup for telecoms engineering.

Web developments and programming.

Microsoft Tools i.e. PowerBI, 365, Power Automate and MS Project and Excel.

EXPERIENCE

DIGITAL SALES EXECUTIVE, GETGAS ENERGEN LIMITED; 2020-2023

INDUSTRY: ENERGY AND REAL ESTATE

Developed and executed e-commerce sales pipeline and platform for On-demand LPG Cylinder Refills, Equipment and Products purchases and delivery to home based clients. I oversaw over the reticulated mechanical piping of LPG for permanent residential LPG connection for the real estate industry developers.

Strategic customer planning for assigned accounts, setting standards and priorities, outlining where to and how to invest resources of the management teams and other stakeholders, engaged internal and external decision makers on long-term business planning, and anticipated

needs of assigned accounts to turn enterprise accounts into strategic accounts.

Managed key accounts for corporate and home user clients, wrote reports and streamlined infrastructure setup, team leaders, technicians and project managers.

NETWORK TECHNICIAN, CIVIC COMMUNICATIONS LIMITED; 2018-2020

Industry: Retail

I managed over digital selling methods (e.g., digital) to grow the network and created pipelines, consumer account-based marketing outputs, and reflected in the engagement strategy in our customer plan.

Developed and oversaw the execution of account plans utilizing common sales and delivery methodology for the sales, organized for multiple accounts to ensure revenue targets and customer business needs are met.

TELECOMS ENGINEER, TESLA SERVICES LIMITED; 2015-2016.

Industry: Telecommunications

I conducted Microwave network installation for 2G, 3G, 4G network bands for Airtel and Safaricom telecommunication companies.

Initiated LoRa and WIMAX wide area internet connectivity networks. Installed network repeater modules and core networking backhaul for 99% signal uptime.

INTERN, COPYCAT GROUP; 2013- JAN 2014.

Industry: Enterprise Digital Transformation

I was able to learn and conduct real world IP Voice Call Architecture at Milimani Courts, Nairobi. Networking, routing and switch equipment setup and programming.

Conducted installation of Symantec network security and firewalls for Government institutions i.e. Treasury and Ministry of Interior at Harambee House.

EDUCATION

METEITEI BOYS SECONDARY SCHOOL-NANDI COUNTY-(2007 – 2010)

Kenya Certificate for Secondary Education (KCSE)

Grade: A-

Dorm captain: 3 Years

Chairman at Gender Club: 1 Year

Science Project Academic Fare: Provisional Level Award

Member at Christian Union: Baptized and Led Bible Study Sessions.

**JOMO KENYATTA UNIVERSITY OF AGRICULTURE AND TECHNOLOGY-JUJA
CAMPUS-(2012-2017)**

Bachelor of Science Telecommunications and Information Engineering

Score: Second Class

Project: Automated Parking Lot Management System.

Skills: Telecommunication Network Systems, Transmission, Basics on Electrical Engineering, Network Programming and Database Systems.

Member: Telecommunications Guild, Computer Science Club and Christian Union.

DEZYRE ACADEMY-ONLINE- (2017-2018)

Certification: Big Data and Hadoop Systems Architecture

Project: Ecommerce data pipeline and analysis.

Skills: Big data handling using Hadoop with Data Lakes; MapReduce on Apache Spark and Hive stack

JENGA SCHOOL-NAIROBI COUNTY- (2021-2022)

Certification: Data Science Fundamentals

Project: Ecommerce data pipeline and analysis.

Skills: Power Query for Automated Data Processing. MS Excel data analysis techniques.

Tools: Get and Transform (Power Query), Transform Data in Query Editor, Power pivot, Power BI analytics and visualization software.

COMMUNICATION

Clean Cooking Energy Awareness

Coordinator: LPG Adoption and Eradicating Energy Poverty in Rural Kenya.

Initiative: Clean COOKING Champion fostering an ecosystem dubbed "GETGAS KENYA" which is geared on educating ordinary Kenyans on adopting cooking with gas and saving the environment against climate change effects.

Achievement: Top 10 Startups of the Year award on Pulse Magazine Kenya; Distributed **1,242** Cylinders to Flower Farm Workers in Western Kenya.

LEADERSHIP

Government of Kenya.

Body: Kenya National Innovation Agency (KENIA)- Advisory Pool of Experts

Mandate: National Innovation Ecosystems Expert Category:

- Business and Innovation centres;
- Innovation strategy, management and leadership; and
- Research: Data collection, analysis, reporting and public research organization.

REFERENCES

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