**CURRICULUM VITAE**

**PERSONAL DETAILS**

Name : Newton Adhumani Nzungula

Address : P.O.BOX 92705-MOMBASA80102

Cell : 0790746686/0714766632

Email : sirnewtonnzungula@gmail.com

Date of birth : 1st January 1983

Nationality : Kenyan

Marital status : Married

Gender : Male

ID No. : 23828208

**EDUCATION QUALIFICATIONS**

Primary school : Kyaango Primary School

1990-1997 KCPE Certificate

Secondary school : Matinyani Boys Secondary School

1998-2002 K.C.S.E Certificate

**PROFESSIONAL QUALIFICATIONS**

**Colleges attended**

2004-2007 Winston Salem University College

Bachelor of Arts Degree in Business Information System (BIS)

(DL Programme)

2003 INCOCOM Computer College

Certificate in Computer Application

2003-2004 Kenya College Of Commerce & Hospitality (K.C.C.H).

Diploma in Media Studies

**Working experience**

*August 2006- July 2007*

* Patana institute

Instructor Media Studies

*January 2006 to January 212*

The Gracious Mary Complex Secondary Division

**Post**: Geography, History/ Computer studies Teacher.

*January 2012 – May 2014:*

* Kimbilio Academy

**Post**: Principal and IT Teacher

**Responsibilities**

* Head of humanities department
* H.O.D ICT department
* Chief Examination Master
* Deputy Principal
* Principal

*January 2015-August 2016*

* Mombasa Airways Training Institute

**Responsibilities**

* Lecturer Journalism and Media Studies
* Lecturer Human Resource management
* Lecturer Front Office and Customer Care
* Head of Marketing Department
* HOD Journalism and Media studies

*January 2017-August 2017*

* Institute of Certified Studies (ICS)

**Responsibilities**

* Part time lecturer on Business Administration
* 6 month contract on College branding and marketing.
* Managing of the college website and social Networks.

*September 2017- March 2020*

* Arkaan Properties limited

**Responsibilities**

* Generating client leads to buy, sell, and rent a **property**.
* Counseling clients on market conditions, prices, and mortgages.
* Developing a competitive market price by comparing properties.
* Create lists for **real estate** sale properties, with information location, features, square footage.
* Contacting a market surveys for the property owners.

*March 2020 - September 2020*

* Wavma Securities Limited

**Responsibilities**

As a security sales executive, my responsibilities were leading a sales team, building a group of representatives who can meet and exceed revenue goals, and ensuring full customer satisfaction. Training of new sales reps, overseeing weekly and monthly progress towards a determined sales quota, managing assigned territory, and developing a customer base. Working with security-focused businesses, selling products such as alarm systems, conducting site surveys to determine the scope of each job, and giving clients an accurate bid regarding time, materials, and labor cost. Other duties included performing data mining, presenting products or services professionally; working to maintain and increase profitability, and ensuring retention of customers and sales reps. I also monitored the marketing efforts of each salesperson and measure their effectiveness to make changes if needed. I also worked closely with other company departments to ensure the overall business marketing efforts and strategies are congruent.

**Interests**

*Marketing new brands, interacting, making new friend, travelling, discovering new things as well as reading Holy books.*

*January 2021 – May 2021*

Guardrex Security Services Mtwapa

* Conducted a market survey for the startup of the company.

**Referees**

1. **Mr. Michael Mutai**

The Director, Kimbilio Academy (Senior Section)

Cell: +254702113422

1. **Pastor Charles Otieno**

Senior Pastor, The Lord’s Covenant Church Mombasa

Cell: +254719722161

1. **Caleb were**

Principal Gracious Mary Complex

Cell: +254722211224

1. **Kimilu Benjamin**

Star Institute of Professional studies

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