

STEVE KIPLANGAT KORIR

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PROFESSIONAL SUMMARY

Highly motivated and outgoing professional with experience working in fast-paced teams. Skilled in business development, client acquisition and retention, business management, business information and data analytics. I possess strong business acumen and leverages quality relationships for sustainability and profitability. A patient and effective communicator with excellent interpersonal skills. Passionate about finance and technology, continuously learning and adopting new techniques. Eager to apply technical skills to create value and achieve organizational goals.

OBJECTIVE

To obtain a challenging job that aligns with my skills, education, and experience, and contributes to the growth of the organization.

ABILITIES

- Time-conscious and result-oriented
 - Proficient in English with attention to detail
 - Team player with strong verbal communication skills
 - Able to explain technical information in an understandable manner
 - Performs well in fast-paced environments
 - Committed to high-quality customer service
 - Strong in time management, teamwork, problem-solving, adaptability
 - Results-driven, enthusiastic, and resilient
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WORK EXPERIENCE

Direct Sales Representative – Mwingi (Feb 2024 – Jan 2025)
Kenya Commercial Bank of Kenya

- Sold and marketed products to meet customer needs
- Maintained positive business relationships for future sales

Direct Sales Representative – Bomet (Sep 2022 – Dec 2023)
National Bank of Kenya

- Sold and marketed banking products
- Built customer loyalty through excellent service

Office Manager
Hexenterprize Limited (Jan 2020 – Aug 2022)

- Oversaw daily operations of a furniture, stationery, and software supply company

Substitute Teacher
Chesinende Secondary School (Aug 2017 – Dec 2017)

- Imparted knowledge and mentored students

Internship
Kaisugu Factory (Aug 2016 – Dec 2016)

- Managed financial processes and ensured proper bookkeeping

EDUCATION

Corporate Finance Institute (2025)
Business Intelligence and Data Analytics Certification Course

Kabarak University (2013 – 2018)
Bachelor of Business Management and Information Technology

Chemelil Academy (2009 – 2013)
Kenya Certificate of Secondary Education (KCSE)

KNOWLEDGE AREAS

- Sales and Marketing
 - Administration
 - Accounting
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KEY COMPETENCIES

- Solid background in sales
 - Business intelligence and data analytics
 - Strong project management skills
 - Clear and effective communication
 - Excellent writing and editing skills
 - Experienced in up-selling and cross-selling
 - Skilled in client service and customer retention
 - Confident presenter and demonstrator
 - Proficient in IT and consumer electronics
 - Fast learner of new software and hardware
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PERSONAL INTERESTS

- Football
 - Athletics
 - Rugby
 - Music
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REFERENCES

Jane Kithongo

Branch SQC, Kenya Commercial Bank

Phone: +254 725 559 461

Location: Mwingi, Kenya

Abraham Rotich

Branch Operations Manager, National Bank of Kenya

Phone: +254 721 110 714

Location: Bomet, Kenya