

Kennedy Ouma Otieno

Tel : +254 793 664 890

Email: 001otienokennedy@gmail.com

## SKILLS

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Research | Analytical and Problem-solving skills | Organization and Team Work | Effective Communication in both writing and speaking | Interpersonal Skills | MS Word | MS Excel | MS PowerPoint | R | Python | Agro processing | Value Addition | Post Harvest Technology | Agricultural Mechanization | Waste water | Pumps technology | Customer Relationship Management | Negotiation & Persuasion | Market Research & Analysis | Technical Sales & Product Demonstration | Effective Communication & Presentation | Teamwork & Collaboration | Problem-Solving & Critical Thinking | Data Analysis & Reporting.

## PROFESSIONAL PROFILE

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A results-driven professional with a background in Agricultural and Biosystems Engineering, leveraging strong analytical, problem-solving, and communication skills to drive sales and customer engagement. Adept at building relationships, understanding customer needs, and providing tailored solutions to drive revenue growth. Proficient in research, data analysis, and technical sales, with hands-on experience in agro-processing, value addition, and equipment sales. Skilled in using MS Office (Word, Excel, PowerPoint), R, and Python for data-driven sales insights and reporting. Passionate about sustainability, innovation, and delivering exceptional customer experiences.

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## ACADEMICS

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### **Bachelors of Science in Agricultural and Biosystems Engineering– September 2019 to January 2025**

Jomo Kenyatta University of Agriculture and Technology, Main Campus, Juja, Kenya

### **KCSE 2015 to 2018**

Mean grade B+

Maseno School

## WORK EXPERIENCE

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### **January to March 2024**

#### **Industrial Attachment – Peupe Technologies-Juja-Kiambu-Kenya**

#### **Key Deliverables.**

- ✓ Engaged with clients to understand their needs and provided product recommendations for Milk ATMs and Water ATMs.
- ✓ Assisted in the fabrication and sales of automated dispensing units, enhancing customer experience through product knowledge.
- ✓ Programmed Arduino-based control systems, enhancing the precision and reliability of vending machines.
- ✓ Assembled, tested, and optimized dispensing machines, ensuring seamless operation and adaptability to user needs.

### **January to May 2023**

## **Industrial Attachment – Japan International Cooperation Agency (JICA)**

### **Key Deliverables**

- ✓ Provided customer-focused solutions in agricultural equipment sales, specifically in the Shujaa small tractor electrification project.
- ✓ Conducted market research and customer feedback analysis to improve product design and sales strategies
- ✓ Gained valuable insights into Computer-Aided Design (CAD) using SolidWorks, enhancing skills in 3D modeling and engineering design.
- ✓ Acquired expertise in various welding techniques, ensuring strong and durable structural components for machinery.
- ✓ Developed skills in machining operations and mechanical design, improving the efficiency and functionality of fabricated components.

### **January 2022 – April 2022**

## **Industrial Attachment – JKUAT Main Campus Engineering Workshop**

### **Key Deliverables**

- ✓ Performed welding and fabrication tasks, developing precision and structural integrity in metalwork projects.
- ✓ Conducted maintenance and repair of motor vehicle components, enhancing mechanical troubleshooting skills.
- ✓ Gained hands-on experience in masonry and carpentry, constructing and repairing structural components.
- ✓ Operated machining tools in the fitting and machine shop, improving accuracy in metal cutting and shaping.
- ✓ Assembled and repaired mechanical systems, strengthening technical problem-solving abilities.

## **WORKSHOPS AND TRAINING**

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### **15-16 November 2023**

Ebara pump technology training

### **28<sup>th</sup> Aug-8<sup>th</sup> Sep 2023**

Sustainable additive manufacturing training

## **MEMBERSHIP**

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- ✓ Youths for Green Action Kenya
- ✓ Presidential award
- ✓ Society of Engineering Students (SES)
- ✓ Society of Agricultural and Biosystem Engineering
- ✓ JKUAT Environmental Management Association

## **REFERENCES**

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Dr. Eng. Erick. K. Ronoh (Ph.D.)  
COD, ABED, Jomo Kenyatta University of Agriculture and Technology  
Box 62000-00200, Nairobi  
Tel: +254720352626  
[ronoh@jkuat.ac.ke](mailto:ronoh@jkuat.ac.ke)