

WASWA SIFUNA DARIUS

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Summary

An enthusiastic, hard-working and self-motivated looking to develop professionalism in a challenging animal production environment that offers potential for career growth while assisting organizations achieve their goals and objectives. I have experience working with smallholder farmers through on-farm and group training on good poultry management practices. I am competent in managing a team to achieve targets through supervision, training, and coaching. I have worked on a farm versed with planning of farm activities like feeding, monitoring herd health, and keeping updated records, analyzing reports to make informed decisions and ensure compliance with government regulation.

Skills

- ❖ Product knowledge
- ❖ Business acumen
- ❖ Animal nutrition
- ❖ Time management
- ❖ Relationship Building
- ❖ Sales and marketing
- ❖ Motorcycle driving license
- ❖ Strategic and critical thinking
- ❖ Microsoft Office

Work Experience

**Uzima Chicken
Limited, Nairobi
Region/Machakos**

Area Sales Manager

Duties and Responsibilities

Nov 2022 - Dec 2023

- ❖ Supported Sales Representatives develop their technical knowledge on chick management and sales and marketing.
- ❖ Train farmers on poultry management practices such housing, brooding, vaccination and biosecurity, disease management, biosecurity and sales planning
- ❖ Designed farmer decision support information system that provides farmer-tailored solutions customized to meet the diversity of farmer needs and capacity.
- ❖ Implemented a personal and career development plan for Sales representatives to foster personal growth to meet set targets.

- ❖ Introduced the company to county government and other stakeholders when expanding into new territory to cultivate partnership and assisted Sales Representatives create rapport with top decision-makers in the local community.
- ❖ Collected sales data on the data analyst weekly and report on total sales in the monthly meetings.
- ❖ Mobilized resources to foster partnerships with community based organizations and donors to leverage support to local farmers to purchase chicks and feed.
- ❖ Developed specific, day-by-day plans to hit day-old chick sales targets and ensure day-old chick sales growth by establishing firm foundation of Agents and Village Ambassadors
- ❖ Identified, addressed and resolved smallholder farmers' complaints
- ❖ Travelled frequently throughout assigned county to support team, with the ultimate goal of expanding the market and growing sales.
- ❖ Day to day management of assigned sales region in collaboration with the production manager, regional manager, sales representatives and farmers.

**Agricultural
Development
Corporation, Kitale.
July – Sept 2018**

Industrial Attachment

Duties and Responsibilities

- ❖ Inspected and confined pregnant livestock and assisted in preparation for and delivery.
- ❖ Monitored cows for estrus signs and performed insemination
- ❖ Participated in animal judging and classing • Monitored the health and welfare of the herd.
- ❖ Recorded, reported data and maintained current and accurate information of milk and feed to monitor and evaluate farm performance.
- ❖ Hand milked and ensured proper disposal of treated and mastitis cow's milk.
- ❖ Groomed, ear-tagged and hoof-trimmed animals for exhibition.
- ❖ Cleaned calf pens, equipment and grounds utilized by cattle to ensure herd health safety
- ❖ Performed routine practices on calves like ear-tagging, dehorning, teat-clipping, dipping, castration and spraying to control external parasites.

Education

Feb 2024 to date	Diploma in Dairy Production and Management Pennsylvania State University College of Agricultural Sciences (Dairy MOOC/Cousera)
Dec 2023 to date	Certificate in Monitoring, Evaluation, Accountability and Learning for Development Professionals (MEAL DPro) Humanitarian Leadership Academy
Dec 2023 - Jan 2024	Certificate in Farm Health (Diseases and Diagnosis, Vaccination and Monitoring, Biosecurity and Animal Welfare) Cobb Academy
Sept 2015 - Dec 2020	Bachelor of Science in Agriculture – Animal Science Major (Second Class Honours, Lower Division) University of Nairobi

Achievements

Personal

Research project

Title: Evaluation of pig production practices, constraints and opportunities in smallholder production systems in Bumula Sub -county.

Career

Member

Kenya Veterinary Paraprofessional Association – KVPA

References

1. Mr. Lucas Odera
Regional Sales Manager
Uzima Chicken Ltd
P.O Box 314 – 40100, Kisumu
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2. Dr. Felix M. Kibegwa
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3. Mr. Gilbert Wechuli

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