

Kennedy Moshi

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Profile

Kennedy is a seasoned transport, logistic and supply chain professional with a Masters in Management Psychology. He has 8 years of relevant work experience and during this time, he has played different roles within the industry. As a result, Kennedy is well versed in different types of operations including marketing and assessing overall performance of any service unit. He is knowledgeable about procurement procedures, negotiation tactics and cost saving methods that are applied in the industry. He also has a lot of experience in warehouse management as well as border crossing procedures.

Kennedy is now looking for a challenging role which will allow him to use his current knowledge and skill while giving him the opportunity to learn. He thrives more in operational roles in a competitive environment.

Relevant Skill and Experience

Having spent nearly 8 years in the transport, logistic and supply chain industry, I can bring the following skills and experience that will be relevant to this role:

- Developed and managed a team driver, riders and staff member to ensuring timely submission of PODs.
- Resolved logistics problems, reporting on operational bottlenecks and scheduled important client meetings.
- Managed warehouse operations from stock keeping to loading and offloading, including tracking goods.
- Suggested and implemented environmental improvements to the yard where we keep our fleet.
- Recruited and managed outsourced driver/trucks for projects that exceeded our fleet capacity.
- Coordinated truck repairs efficiently by creating a good relationship with vendors and manufacturers.
- In case of accidents, worked swiftly with SHEQ team to ensure the incident report is provided with recommended way forward.

Work Experience

HLB CONSULTANTS (MEKONSULT)

Industry: TRANSPORT & LOGISTICS

JUNE 2023 – UPDATE

BUSINESS DEVELOPMENT MANAGER – COURIER SECTION

To plan, implement and evaluate the formulation of courier business unit through continuous review of sales and strategy. Recruit, manage and develop all courier staff to ensure that the business achieves its objectives and revenue targets.

- Managed courier activities so as to maximize sales revenues, ensure sustainable sales growth and achieve revenue targets and business objectives.
- Directed the development and implementation of sales processes, tools and capabilities for courier.
- Managed customers in a manner that ensures achievement of goals/targets.
- Recommend necessary actions aimed at redressing performance shortfalls or other constraints to the courier strategy
- Ensures timely debt collection for all sales and liaises with the Finance department to ensure that all customers' accounts are accurately reconciled.
- Prepare detailed sales and courier reports on a daily, weekly and monthly basis for the special reports as required from time to time.

- Gathers market intelligence on customers and competitors' activities and new products on the market and advises management accordingly.

Simba Logistic Equipment and Supply (SLES)

Industry: SUPPLY CHAIN OPERATIONS

SEPT 2022 – JAN 2023

FLEET SPECIAL CONTRACTS SUPERVISOR

In September 2022, following the growth in business and operations, the company recruited additional staff and restructured its operations. As one of the most experienced and qualified staff at the company, I was assigned to train and lead a newly formed department under the Fleet Service Unit called Fleet Special Contracts. The aim of my department is to provide fleet services to Government and NGO funded Projects with local transport, logistics and supply chain management needs. Within the first 4 months, I managed projects including [WFP Maize Shinyanga](#), [WFP Beans Isaka](#), [WFP Sorghum Nairobi](#), [GNMS Cement Dodoma](#), [RCC Cement Ifakara](#), [SNP/HFS LLINs Country Wide](#) and [SimbaOne Stop Wood Dar Export](#). To date, I have accomplished the following:

- Coordinated operations from work assignment to completion and offered recommendations.
- Collaborated with field teams to ensure timely collections of POD as well as submission of invoice to client.
- Performed regular vendor analysis and price comparison for trucks spare parts and regularly liaised with head mechanic to ensure the least amount of idle time during breakdowns.
- Prepared detailed weekly reports on all projects managed and provided recommendations on how to reduce extra costs associated with idle time.

AUG 2021 – AUG 2022

Ag. FLEET OPERATION MANAGER

Following the departure of the Fleet Manager, I was asked by Management to act as the Fleet Manager. In this position, I assumed duties that included: acquisition of new client, project delegation and supervision, scheduling consignments with clients, fleet mobilization and maintenance as well as invoicing and payment follow up. I assumed these responsibilities while I continued acting as procurement officer for the Fleet Service Unit. In this role I managed to accomplish the following:

- Development of accurate SOPs and a Risk Registry for the department and an outlined objectives plan with clear steps of accomplishing them.
- Reduction of overall cost of spare parts by ordering fast moving parts from abroad and sourcing parts directly from factory instead of distributors.
- Managed fleet debtors that had an average monthly value of 200 million. I then ensured that at least 65% of the debtor balances were recovered by the company each month. Additionally, managed fleet creditors with a total value of approximately 80 million.
- Acquired 4 transit clients and 2 local clients which together increased the fleets' service revenue by 30%.

JAN 2021 – JUL 2021

FLEET PERFORMANCE & PROCUREMENT OFFICER

Following the departure of the Procurement Officer within the Fleet Services Unit, I was given their responsibilities while the company was looking for a replacement. The procurement related responsibilities that I performed included: requesting maintenance reports of 30+ trucks (HOWO Semi Trailer and FAW Tippers) from the mechanic, compiling the list of items to be purchased, sharing them with multiple vendors for quotation, comparing quotations and raising requisitions accordingly. I was also responsible for ensuring that items purchased were appropriately installed in the trucks, i.e., per the mechanic's report. In this capacity I managed to accomplish the following:

- Created a platform that allowed management to transparently oversee the entire procurement process.
- Introduced credit terms by cultivating close ties with vendors that allowed for the organization to repair trucks and continue operations. In turn, this improved the company's management of their working capital.

- Established ties with oil stations and spare part shops in 6 major regions in Tanzania so that our fleet could be easily repaired on route to their destination in case of a breakdown. This ensured that trucks remained on schedule and the company fulfilled its obligations to the client.

NOV 2018 – DEC 2020

FLEET PERFORMANCE OFFICER

Following my good performance as a Warehouse Officer, I was assigned to the company's core business unit i.e., Fleet Operations. I reported directly to the CEO on the performance of trucks and fleet staff. Some of my key accomplishments include:

- Identifying operational bottlenecks such as lack of close driver supervision by project heads and recommended solutions that were implemented by relevant project heads.
- Reporting on monthly truck performance (Revenue – Expenses + (W/t) = Profit) as well as reporting on monthly fleet staff performance and add a more accurate criteria to measure improvement.
- Advising different functions in the Fleet Services Unit such as procurement and yard supervision on record keeping and stock reporting tools that they could utilize to enhance the efficiency of the Unit.

DEC 2016 – OCT 2018

WAREHOUSE OFFICER

I began my career in transport, logistics and supply chain management as a Warehouse Officer in the Distribution and Warehouse Department reporting to the Warehouse Manager. I was assigned to the company's Makambako Warehouse to handle loading/offloading processes and supervise distribution of Long-Lasting Insecticide Treated Nets (LLINs) for USAID, Vector Works and JHU LLINs Projects.

- Safely managing the storage and transportation of inventory worth more than USD 8 million across different locations in Tanzania without incident.
- Recommending and implementing security measures that saved the company a significant amount of money by reducing minor theft and loading/offloading miscounts.
- Increasing the accuracy of internal inventory records by 24% i.e., from 68% to 92%. I did this by ensuring regular inventory counts were performed, consistent reports were prepared and regularly shared with all relevant parties.
- Performed timely and accurate reporting of warehousing activities and employee's performance which included at least 30 distribution officers per region.
- Training 3 interns on maintaining inventory logs, pre-off/loading preparations, daily reporting, and warehouse upkeep procedures.

Volunteer / Personal Work Experience

Dalbit Petroleum (T) Ltd

Industry: OIL & GAS

NOV 2015 – NOV 2016

HUMAN RESOURCE OFFICER (INTERN)

After completing my Masters, I spent a year interning as an HR Officer. During this time, my responsibilities were as follows:

- Being the custodian of the staff files, tender documents, supplier information, expatriate lease agreements and business contracts.
- Conducted analysis on staff performance, supervision of all administrative staff, reviewed supply/operations requisitions and calculating bonuses and leave administration for all staff.
- Performed regular updates to staff database, pre-qualification list of suppliers and monthly purchasing reports.
- Guided the administrator when purchasing goods and services as per the company policy, requested and evaluated quotations from suppliers ensuring all relevant documents were present.

Momo Hub Ltd – Cyber Jaya, Malaysia
Industry: FOOD & BEVERAGES

MAR 2015 – SEPT 2016

LOGISTICS & PROCUREMENT OFFICER

Momo Hub Ltd was a food truck start-up business established by two brothers from Nepal and myself back when I was doing my masters in Malaysia. The concept was simply to go around Universities in Malaysia and supply fresh ready-made Nepali food items such as mutton and chicken dumplings, Pilau and veggie dishes. The secret behind the success of the company laid in its exquisite curry sauces and dips; however its failures were attributed to local government interventions. My responsibilities at Momo Hub included:

- Weekly procurement of raw materials, vendor inspection, sales maximization through discounts and competitive pricing as well as ensuring all raw material and stocks are available through sales projections.
- Responsible for coordinating new site launches and informing the appropriate groups of discounted time slots as well as coordinate marketing with assisted vendors.

Education

ONGOING

Postgraduate Diploma in Project Management / Tanzania Institute of Project Management (TIPM), Tanzania.

2014

MSc Management Psychology / Nottingham University, Malaysia.

2012

BA (Hons) Business, Economics and Management / Nottingham University, Malaysia

Other Information

- **IT** – Proficient at using Ms. Offices, tracking software's and adobe Photoshop.
- **International Certification** – 90% Psychometric Score (2016).
- **Recent Certification** - Certified in Strategic Contract Management at UDSM (2021).
- **Hobbies** – Gym, traveling and networking.

References

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