

CURRICULUM VITAE.

1. PERSONAL PARTICULARS.

Name	Edson Felix Msimami
Marital Status	Married
Gender	Male
Place of Berth	Muleba
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Date of Birth	19 th Feb 1989
Residence	Arusha, Olasiti
Education Level	Bachelor Degree

2. EDUCATION BACKGROUND.

DURATION	INSTITUTE ATTENDED	AWARD
2015-2018.	Eckernforde Tanga University.	Bachelor of Arts with education
Dec 2014	Tigo Sales School course.	Certificate
2009-2011.	Dodoma Central Secondary school.	Advanced Certificate of Secondary Education (ACSE).
2004-2007.	Kaigara Secondary School.	Ordinary Certificate of Secondary Education.
1997-2003	Rubungu Primary School	Primary Education.

3. PROFILE.

- I am creative, cooperative, and enthusiastic person with well-organized performance, intellectual and competent in the area of sales and marketing.
- I am highly skilled in managing, monitoring, assessing and promoting team work with experiences of 8 years. I have gained experiences through learning and working in the field.
- I have attended various trainings and seminars organized by Vodacom Plc and Tigo Plc to enable me to work efficiently.
- I have successfully completed training courses in products and services, customer care, sales skills, stock management financial management, investment and marketing.
- My experience as area sales supervisor at Azampesa, Trade development representatives and cluster supervisor, Bland Ambassador and team leader at Vodacom Tanzania Plc, and volunteer at PHAMT church as executive secretary and treasurer PHAMT Olasiti parish.

4. EXPERINCES AND ACHIEVEMENTS.

Aug 2022 - Jul 2023 (1 year) Area Sales Supervisor (Arusha region) AzamPesa Plc

- Responsible to drive Aggregator acquisition and management, customer acquisition, and ensure circulation of float.

- Responsible to initiate sales activities, strategies and sales plans required to build brand visibility to ensure penetration.
- Responsible to report all scenario of technical error to the relevant department.
- Responsible to ensure exceptional customer service is provided at all times and handle customer inquiries, complaints, and issues effectively.
- Implementing Marketing activities to ensure penetration.
- Achieved daily customer acquisition targets by 80% and above.
- Achieved Team leader and freelancer recruitment targets for 90%.
- Achieved active agent's targets 50% per month and drive active customers by recognizing customer and agents according to their location.
- Achieved to leading service providers team (agents and freelancers) to serve customers, ensuring that customers get the best and most interesting services by training and managing them.
- Achieved in aggregators acquisition and recruitment Area Sales Representative.

Jan 2019 - Aug 2022. TRADE DEVELOPMENT REPRESENTATIVE and CLUSTER SUPERVISOR at Vodacom Tanzania Plc.

- Responsible to managing all Vodacom Tanzania Plc commercial operation close all cluster (Market development, distributing, recruitment, development and maintenance.)
- Responsible for recruiting new Mpesa agents, Lipa Agents, developing and delivering training agents on both existing and new, product knowledge, conducting sales activities aimed at increasing agents float, transactions and revenues.
- Responsible for recognize and report for network system err to management.
- Responsible to recruit team leader and freelancer and training and supervise them.
- Also responsible with GSM business recruitment Freelancers and Team leaders management and airtime / vouchers circulation.
- Reached the target of recruitment of M pesa Agent and Lipa Merchants for 120%.
- Achieved to manage receive and answer customers calls (M pesa Agents) who asks for assistance by 60%.
- Managed to pay visit and Support Mpesa, Lipa outlets (Training on AML, New Products and Others).
- Achieved Mpesa Float distribution 100% by ensuring sales representative are trained and consistently and visiting the market with enough float balance by ensure agent deposit value as per the monthly target allocation.
- Succeeded to brand Mpesa agents and Merchants and visibility deployment 90% by ensuring both new and existing agents have POS materials (Signboards, Agent stickers and tariff posters).

- Succeeded by 90% in raising the revenue of sites that had dropped by ensuring Vouchers/airtime are available on time within the area, and cover the deficit by establishing new EVOD and Vodafasta vendors.
- Managed to enable Mpesa agent to register Vodacom customers with touch less method.

Jan 2014 - Jan 2018 Brand Ambassador And Team leader Vodacom Tanzania

- Recruit and manage team of Freelancers, training and coaching team.
- Sales and Distribution of Vodacom Tanzania Plc products which include Sim cards and Vouchers and customer services.
- Solving customer problems by link with the relevant department to solve the customer's problem and give feedback to the customer.
- For 100% succeeded to promote and educate customers about Vodacom services such as nipige tafu, M-pawa, M-pesa, data and combo and making sure they start using them to understand more.
- Acquisitions of new subscribers interested to use Vodacom services.
- Managed to serve customers at the events organized by the Company, like road show.
- I managed to create a good service environment to build customer loyalty for 90%.
- Successfully to link Vodacom customers and service providers (M pesa agents) according to the customer's location for 60%.

2016 March April. FIELD STUDY at Mikanjuni secondary school Tanga. (Government School.)

- Responsible to teach History subject for form 4 A,B,C as a part of my teaching practice.
- Achieve to attend on duty as teacher on duty, ensure all school activates done ensure the cleanliness of environment is done effectively, to ensure safety, peace and stability for students.
- Achieve to managing the discipline of students by supervising them.
- Researching and developing new teaching materials (teaching aids) to complement the contents of the lesson.
- Achieve to managing marking student work and recording performance.

2017 Mar/Apl. FIELD STUDY AT REGINALD MENGI SECONDARY SCHOOL. (Government School).

- Manage to teach Geography subject for Form three B and Form one C.
- Managing to planning and implementing educational activities and events.
- Manage to prepare and implement scheme of work and lesson plan.
- Managed to evaluating and documenting students' progress.
- Allocating and grading homework, assignments, and tests.

- Achieve to serve as class master, to ensure the attendance of students in the classroom and, to keep students information managements.

2022-2023. VOLUNTEER EXECUTIVE SECRETARY AND TREASURER PHAM(T) ARUSHA PARISH.

- Responsible for manage the maintenance of parish property and projects.
- Responsible for prepare and organize parish meetings schedule.
- Responsible manage to evaluate the success of parish project programs.
- Manage to designing external sources of income apart from versions/charity.
- Preparing and planning the parish annual budget, and endorse income and expenditure.
- Achieve to conduct and manage all parish events.

5. SKILLS.

Analytical skills, brand management, communication skills, creative problem solving Computer literacy, Sales and Marketing, Project Management, High Stress Environment, Negotiation and Customer Service.

6. REFEREES.

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- 7. DECLARATION:** I Edson Felix Msimami do hereby declare and state that, the information given on these curriculum vitae is true to the best of my knowledge.