

# GODWIN MWAIKWAJA

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Dar Es Salaam  
Tanzania

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## EXPERIENCE

### BUSINESS ADVISOR | OCT 2022 – 2023 LONGHORN PUBLISHERS PLC

#### Duties

- Implementing monthly and weekly team sales plans within their assigned territory.
- Developing new markets in the region to ensure growth in sales revenue.
- Ensure the achievement of the budgeted revenue targets for the territory.
- Implement strategies and systems to support the achievement of the budgeted sales and revenue target.
- Act as regional account manager for regional outlets, handling any queries and debt collection.
- Ensure outlets are well stocked and products are well displayed
- Building Collaborative relationships with key stakeholders in the education sector and nonconventional markets.
- Ensure regional customers adhere to the trading terms.

### MARKET DEVELOPMENT REPRESENTATIVE | JUN 2022 – OCT 2022

#### TAIFA GAS TANZANIA

#### Duties

- Develop and supervise marketing campaigns to raise awareness
- Managing and growing customer database to maximize selling opportunities
- Qualified leads from marketing campaigns as sales opportunities
- Represent Taifa Gas to potential clients at exhibitions and trade fairs
- Identify client needs and suggest appropriate product
- Strictly adhere to HSSE policies
- Collecting & delivering customer orders on a daily basis and reporting accordingly
- Ensure sales revenue objectives are met consistently

## ACADEMICS

2018

### Bachelor Degree Of Banking & Finance

Institute Of  
Finance  
Management  
(IFM)

2015

### Advanced Certificate of Secondary Education

Ndanda  
Secondary School

## SKILLS



Communication



CRM Software



Problem Solving



MS Office



Negotiation



Deal Closing



Prospecting



Persuasion

## **EXPERIENCE**

### **SALES REPRESENTATIVE | JUN 2021 – JUN 2022**

#### **COCA COLA KWANZA LTD**

##### Duties

- Generating orders and distributing products
- Responsible for product merchandising
- Optimizing customer satisfaction wherever possible
- Reporting on distribution sales on a Daily basis
- Executing market surveys and formulating execution plans
- Maintaining and Managing Company Assets
- Insuring Good Performances in V-track and SFA Performances

##### Achievements

Managed to consistently hit a Monthly target of 14000 units.

### **SALES ADVISOR | AUG 2018 – NOV 2019**

#### **JUBILEE LIFE INSURANCE COMPANY**

##### Duties

- To promote Life insurance products to prospective clients
- To ensure sales targets are met consistently on monthly basis
- To build strong relationships with new and existing customers.
- To maintain ethics of the company and to manage customer expectation
- Report new customer trends and monitor competitor's activities.
- Daily reporting on sales engagements

## **REFEREES**

Mr. Nixon James Ayubu-operation Officer  
Tanzania Port Authority  
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Mr. John Mlawa Obote- Business Development Lead  
Mega Beverage Co. Limited (MBL)  
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Mr. Deogratius Nyashile – Preventive Officer  
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