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🕥 Dar Es Salaam Tanzania

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EXPERIENCE

BUSINESS ADVISOR | OCT 2022 - 2023 LONGHORN PUBLISHERS PLC

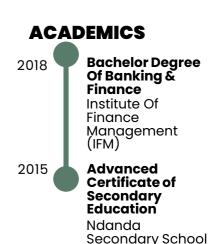
Duties

- 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



SKILLS



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. Nixson James Ayubu-operation Officer Tanzania Port Authority +255753778848

Mr. John Mlawa Obote- Business Development Lead Mega Beverage Co. Limited (MBL) +255677445900, jobote@rocketmail.com

Mr. Deogratius Nyashile - Preventive Officer Tanzania Revenue Authority +255755689292, lucianogreen01@gmail.com