

# BOAZ JOSEPH TEOPHIL

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**/0678618080- P.O.BOX 31003** Dar Es Salaam Tanzania

## **A.CAREER OBJECTIVE.**

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I am approachable, motivated and confident sales professional who can exceed sales targets and make a significant contribution to the organization's revenue creation. I am a specialist in the selling process and completely understand the human and emotional sides of purchasing and selling. I have skills, which allow me to develop strong relationships with clients, coworkers, and stakeholders. Customer's oriented, strategic thinking, sales management professional successful in cultivating partnership, multi-tasking and self-motivated leader with expertise in expanding network and persuasively introducing product. Therefore I want to excel in this field with hard work perseverance and dedication. I want a highly rewarding career where I can use my skills and knowledge for organization and personal growth.

## **B.PERSONAL INFORMATION**

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- o GIVEN NAME: Boaz Joseph Teophil.
- o PLACE OF BIRTH: Dar-Es-Salaam-Tanzania.
- o MARITAL STATUS: Single.
- o NATIONALITY: Tanzanian.
- o RELIGION: Christian.
- o LANGUAGE : English and Swahili

## **C.EDUCATION**

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- o **BACHELOR DEGREE IN BUSINESS ADMINISTRATION AND MARKETING.**  
Jordan University College, Morogoro-Tanzania.  
2015-2018
- o **DIPLOMA IN BUSINESS ADMINISTRATION WITH ECONOMICS.**  
University of Iringa, Iringa-Tanzania.  
2013-2015
- o **CERTIFICATE IN BUSINESS ADMINISTRATION.**  
University of Iringa, Iringa -Tanzania.  
2012-2013
- o **ORDINARY CERTIFICATE OF SECONDARY EDUCATION(OCSE)**  
Ivumwe High School, Mbeya-Tanzania  
2008-2011
- o **CERTIFICATE OF PRIMARY SCHOOL (CPE).**  
Galula Primary School, Songwe-Tanzani  
2001-2007

## **D. WORK EXPERIENCE**

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### **Lake Oil Group Limited – Tanzania and Zanzibar.**

Semi-Bulk Sales Manager(Nov 2022 To Dec 2023)

- Participated in negotiation with vendors regarding product purchases or contract
- Performed sales consultations and educated clients on product and services
- Coached, developed and motivated team to achieve revenues goals and Identifies and develop new markets for products and service's
- Researched and communicated competitive activity to influence marketing plans and sales tactics
- Analyze customer's data to identify trends, preference and opportunity for sales growth.
- Led sales planning, developed new strategies for accounts management to grow existing accounts and establish new sales accounts.

### **Taifa Gas Tanzania Limited - Dodoma, Morogoro, Iringa and Singida**

Consumer Zonal Sales Manager (Nov 2021 to Nov 2022)

- Engaging on the institution's sales representative in their day-to-day activities and ensuring they meet their objectives and improve business results and to maintain solid customer relationships.
- Ensure that all services provided by Taifa gas products to clients are up to quality and Customers they are getting full support with regards to the techniques for the use of LPG for the final consumer and dealers.
- Resolve customers complaints promptly by providing satisfactory services and solving all problems through effective communication skills.
- Coordinates the institution sales representative involvement in the day to day activities and making sure that they meet daily targets as long as weekly goals.

### **Taifa Gas Tanzania Limited - Dar-Es-salaam, Morogoro and Tanga.**

Field Sales Manager (Oct 2020 to Nov 2021)

- Managing, training, and providing overall guidance to the sales team of an assigned region, as well as Setting appropriate sales targets for the sales team to reach.
- Monitoring sales team performance and inspiring employees to reach or surpass sales targets.
- Collecting consumer feedback and presenting senior management with updates Developing and maintaining long -term client connections.
- Visiting potential and existing customers within a designated sales territory to showcase corporate offerings and raise brand recognition.

### **Taifa Gas Tanzania Limited - Tanga**

Regional Sales Representative (Oct 2018- Oct 2020)

- Ensure that sales targets are met before the deadline and Preparing and sending daily, weekly, and monthly reports to my zonal sales manager.
- Maintain positive business ties with current clients and suppliers.
- Supervise dealers who provide gas to the Tanga region and its surrounding suburbs.

- Establish relationship with key super dealers to corporate accounts in order to secure large volume weekly and daily bases
- Participated In community events such as fundraiser or open new dealers in order to promote our products and adding product awareness.

### **Public Service Social Security Fund-Morogoro, Tanzania**

Field practical (Feb 2018- July 2018)

- Proceed has been issued Cheque will be issued once payment has been approved.
- Creating daily and weekly status updates.
- New member enrollment in the system and creation of membership cards.

### **E. QUALIFICATION AND ACHIEVEMENT**

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- 2014-2015: Minister of Finance and Planning at the University of Iringa
- Taifa Gas Tanzania Ltd. named me the best employee of the month for exceeding sales targets on May 30, 2020. Tanga station's goal was 50 MTs, and I achieved 65 MTs.
- I increased monthly sales volume by 95% in 2 years, from 40 metric tons of LPG to 65-70 metric tons of LPG per month.
- Working in sales for almost six years, this is one of my biggest achievements, allowing me to meet sales objective

### **F. SKILLS AND ATTITUDES**

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|---|------------------------------|
| • Leadership skills and Team Player           | • Business Management skills |
| • Computer literacy (Ms. Office, QuickBooks)  | • Communication skills and   |
| • Good analytical and problem-solving skills. | • Driving                    |

### **G. REFERENCE**

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MODEST AUGUSTINE  
Human Resource Manager  
Lake Oil Group Limited  
Phone number: 0775688083  
E-mail: lakeoilgrouplimited@gmail.com

ENOCK NGULWA  
Zonal Sales Manager  
Taifa gas Tanzania Ltd  
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Email. engulwa@gmail.com

UPENDO Stephen  
Branch Manager  
Brac Microfinance Ltd  
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