



CURRICULUM VITAE

Seif

DAR ES SALAAM

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Email:seifkabdallah@yahoo.com

PERSONAL DETAILS:

SURNAME	:	MUNSSER
MIDDLE NAME	:	ABDALLAH
FIRST NAME	:	SEIPH
DATE OF BIRTH	:	01 JANUARY 1990
PLACE OF BIRTH	:	BAGAMOYO
SEX	:	MALE
MARITAL STATUS	:	SINGLE
NATIONALITY	:	TANZANIAN
LANGUAGE	:	SWAHILI AND ENGLISH
CONTACT	:	+255 682543524, +255 717100212,
Email	:	seifkabdallah@gmail.com , seifkabdallah@yahoo.com

I am a dedicated, bright and fast minded person. I am a hard-working, faithful and highly skills in sales, marketing and administration and leadership skills. I easily adapt to change, capable of multitasking and working in a stressful environment and I enjoy being creative.

I can work with any challenging environment, which upgrades any knowledge, improves my skills and provides a room to give out my best to the organization or any task at hand.

ACADEMIC QUALIFICATIONS:

Y E A R	I N S T I T U T I O N	A W A R D
2011-2013	COLLEGE OF BUSINESS EDUCATION	DIPLOMA IN BUSSNES ADMINISTRATION
2 0 1 0	UNIVERSITY OF DAR ES SALAAM COMPUTING CENTRE (UCC) AT DODOMA BRANCH	MICROCOMPUTER APPLICATION
2004-2007	C H I N A N G A L I S E C O N D A R Y S C H O O L	SECONDARY EDUCATION
1997-2003	C H A M W I N O P R I M A R Y S C H O O L	PRIMARY EDUCATION

ATTRIBUTES AND COMPETENCE:

- I am capable of working on own initiative or as part of a team
- I am a hard worker able to work under minimum pressure
- I am a fast learner and easy to cope

WORKING EXPERIENCE:

FROM CELTEL, ZAIN AND AIRTEL 2008 – 2014

✓ AIRTEEL MONEY DISTRIBUTOR

WORK AS A SALES AND MARKETING AT MMBAGA COMPANY (BUSNESS PARTINERS AT AIRTEL)

DURATION: 7 MOUNTH (7st march 2012- November 2012)

✓ TEAM LEADER AND DISTRIBUTOR AT AIRTEL

DURATION: SINCE NOVEMBER 2012 - 2014

DUTIES: RECRUITING NEW AGENT FOR AIRTEL MONEY AND ELECTRONIC VOUCHER DISTRIBUTIO
N (EVD),

TO CREATE NEW OUTLET.

KNOW YOUR CUSTOMER (KYC)

MODEMS AND MOBILE CONNECTING,

SUPPLYING BRANDING MATERIALS LIKE A POSTER, FLIES ABS AND SIGN BOARD FOR SHOPS.

SIM CARD SELLING & SERVICE FOR NEW AND OLD RETAILS

DATA RECORDING.

✓ MULTCHOICE TANZANIA

DSTV DODOMA BRANCH

DIRECT SALES REPRESENTATIVE

DURATION: SINCE DECEMBER 2014 – 2015AUGUST,

DUTIES: Creating dealers and sales

✓ SERENGETI BREWERIES LIMITED (SBL)

TITLE: TRADE DEVELOPER

LOCATION: MANYONI, SINGIDA AND ALL DODOMA URBAN AND RURAL
FROM JANUARY 2016 TO 2022

DUTIES:

SERVICING BAR, GROCERY AND SHOPS

- PROMOTING BREWERIES PRODUCT,
- SELLING BEER AND SPIRIT,
- MARKETING SKILLS IN MERCHANDISING AND EXECUTION STANDARD
- INTRODUCE SPIRIT AGENDA TO ACHIEVE DO DRIVE IN ALL CATEGORIES
- BAR STAFF TRAINING
- CUSTOMER INFLUENCING
- TRADE DEVELOPMENT

✓ SMA COMPANY LIMITED

Title: CUSTOMER SERVICE REPRESENTATIVE (PROJECT)

DEPARTMENT: SALES

DATE STARTED: 23/01/2023

Responsible for sales target in area, ensuring effective utilization for all merchandising equipment and maintenance of high merchandising standard. Regular service of all account and continuously improving distribution and availability of our products. Will maximize utilization of point of purchase and promoting material shall create opportunities and develop new account for generating sales volume.

DUTIES:

- Collect load out document (delivery note)
- Archive and exceed sales target for the day
- Focus on range selling
- Increase of new customers
- Attainment of business volume
- Submission of sales report
- Resolving of customer complains

OTHER EXPERIENCES:

- ☐ Sales and Distribution
- ☐ Branding management
- ☐ Office management (receiving and sending letters, reply to telephone calls)
- ☐ Training of business
- ☐ Customer care and relation management.
- ☐ Marketing development, Order Generation, Merchandising, Managing Company Assets, Supervise and coordinate delivery of goods to clients and Supervise Manual Distribution routine
- ☐ Preparation of business plan,
- ☐ Product development
- ☐ Computer application and internet use.
- ☐ Communication skills. (Core skills)
- ☐ Team work skills (a good and reliable team player)
- ☐ Field work (door to door, bar attack, promotions)
- ☐ Sales driver (quality of product, price, visibilities and distributions)

OTHER QUALIFICATION:

I can work with Microsoft Family (word, Excel) and Business administration's system.

PROFESSIONAL TRAINING

- **SALES DRIVERS – morogoro under Emmanuel Kiballah**
- Diageo: License to sell: morogoro under Ayobami Aiyedogbon
- OUTMATION SYSTEM – DISTRIBUTOR MANAGEMENT SYSTEM{DMS}
- SAFET DIFFENSIVE DRIVING COURSE AT NIT

REFFERES:

**JOSEPH EDWARD
SBL SONGEA
AREA SALES EXECUTIVE
TEL PHONE- 0789321775**

**CHELESTINE BARAKA KIWELO
SBL DODOMA
AREA SALES EXECUTIVE
TEL PHONE- 0692175524**

**MOHAMED USSY
BUSINESS MAN
TEL PHONE 0688774434**

**KELVIN BATHEYUNGA
OPERATION MANAGER
SMA COMPANY LTD
CENTRAL
TELEPHONE 0748263394**

HOBBIES AND INTERESTS:

- Travelling
- Watching television
- Changing ideas with friends and always I am eager to learn more

CERTIFICATION:

I SEIPH hereby certify that the information given above is correct to the best of knowledge and should anything happen concerning this information will be answerable.

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