

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
Aug-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	Rubungo 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 Sales cluster supervisor, Bland Ambassador, team leader at Vodacom Tanzania Plc, volunteer at PHAMT church as executive secretary and treasurer PHAMT Olasiti parish now Fast account open at CRDB Bank.

4. EXPERINCES AND ACHIEVEMENTS.

Feb 2024 to Present. FAST ACCOUNT OPEN at CRDB Bank.

Arusha Branch.

- Responsible to canvassing to present CRDB Bank services to potential customers.
- Responsible to onboard clients with CRDB bank services, open bank account and Simbanking.
- Responsible for serving the client oriented on CRDB Bank services and products.

- Achieving higher weekly sales targets for 100%.
- Achieving to attending trade shows and other related events for 100%.

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

- Responsible to drive Aggregator acquisition, project 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.
- Achieved to meeting and exceeding monthly customer acquisition targets.
- Achieved Team leader and freelancer recruitment targets for 90%.
- Achieved active agent's targets 60% per month and drive active customers by recognizing customer and agents according to their location.
- Achieved in aggregators acquisition and recruitment Area Sales Representative by 100%.
- Achieved Azampesa cash in, ensure registered customers has been recharged.
- Achieve to manage satellite project (Gusa Card) installation and training 100%.

August 2021 - Aug 2022. TRADE DEVELOPMENT REPRESENTATIVE and SALES CLUSTER SUPERVISOR at Vodacom Tanzania Plc. Arusha South Moshono Cluster.

- 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 to recruit team leaders and freelancers, training and manage.
- Achieved to exceeding the targets of recruitment of Mpesa Agents and Lipa Merchants.
- Achieved Mpesa Float distribution 100% by ensuring sales representative are trained and consistently 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 100% by ensuring both new and existing agents have POS materials (Sign boards, Agent stickers and tariff posters).
- Succeeded by 100% 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.
- Achieve to manage lending campaign, Wakala Songesha and Wezesha for 90%.

Jan 2019-Aug 202: TRADE DEVELOPMENT REPRESENTATIVE at Vodacom Tanzania Tanga-Pangani Cluster.

- Responsible for onboarding new Mpesa agents, Lipa Agents and Vodafasta POS.
- Responsible with GSM business manage availability of starter-pack and vouchers circulation.
- Achieve to manage recruit M pesa agents as freelancer to register Vodacom customers.
- Managed to pay visit and support M-pesa, Lipa outlets (Training on AML, New Products and Others).
- Achieve to develop revenue by ensuring the circulation of Vouchers and M pesa float supply for 100%.
- Achieve to manage establishing new POS such Vodafasta Vendors and Freelancers.

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

- Responsible to demonstrating Vodacom products and services features to customers.
- Recruit and manage team of Freelancers, training and managing the 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.
- Succeed assisting management in identifying viable marketing and strategies.
- Acquisitions of new subscribers interested to use Vodacom services.
- Succeed to attending trade shows organized by the Company, like road show.
- I managed to create and build 100% customer loyalty
- Successfully recognize potential area and preparing sales proposals to the managements.
- Achieve completing regular sales reports specifying the number of sales made.

March- April 2016. INTERN STUDENT at Mikanjuni secondary school Tanga. (Gvt School.)

- Responsible to teach History subject for form 4 A and 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.
- Succeed to researching and developing new teaching materials (teaching aids) to complement the contents of the lesson.
- Achieve to marking student work and recording performance.

Mar/Ap 2017. INTERN TEACHER AT REGINALD MENGI SECONDARY SCHOOL.

- Responsible to teach Geography subject for Form three B and Form one C.
- Responsible to attending, planning and implementing educational activities and events.
- Succeed to prepare and implement scheme of work and lesson plan for 100%
- Succeed to evaluating and documenting students' progress for 100%.
- Achieve to 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 for 100%.

5. SKILLS.

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

6. REFEREES.

Name; Simon Samwel Sanga
 Postion: Academic Master/Pastor
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Name: Fadhil Linga
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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.