

SAIDI S. SAIDI

shizasaidi@gmail.com

CONTACT DETAILS

E:shizasaidi@gmail.com

T:+255-717501097/+255-767727445

A: P.O Box 34654 DSM, Tanzania

PROFILE

A hardworking and results-driven professional with a niche for increasing revenue streams and developing longlasting and effective clients relationships. Bringing forth the ability to develop and implement winning business plans that lead to increased sales. Consistently exceed profitability, productivity, and sales objectives.

EXPERTISE

- Market line development
- Micro Computer skills
- Client relationship
- Negotiation skills
- Advanced Sales strategies
- Excellent Communication skills

EXPERIENCE

Sales Manager - (Trucks & Trailer sales - HOWO Brand)

SINO EXPEDITION COMPANY LTD. | FEB 2023 - PRESENT

- Promotes and sells products by uncovering customer needs, applying the best product solutions, and performing product demonstrations.
- Monitor and drive sales team to develop truck business plans to achieve annual goals.
- Create and maintain excellent working relationships with all customers.
- Facilitate regular sales training for continued team growth.
- Help manage all other aspects of the sales department

Sales Representative - (Trucks, Equipments & Parts sales) FAW Brand, HONGYAN & XCMG Equipments

GF TRUCKS & EQUIPMENT LTD. | FEB 2021 - JAN 2023

- Prepare proforma invoice as per customer's requirements.
- Follow up of purchase order for the Pro-forma invoice submitted to the customer.
- Follow up of outstanding payment.
- Arrange local procurement for non stock items.
- Recommend parts that are to be stored and frequently required by the customer.
- Periodically check the stock to ensure fast moving items are maintained to meet customers demand.
- Check and identify high value items & parts that have shelf life which are to be sold on top priority.
- Minimize dead/ non moving stock.
- Any other assigned duty.

Sales Representative - (Spare Parts & Tires)

SIABBY INTERNATIONAL LTD | 2020 - 2021

- Leading the sales efforts for Siabby products and identifying new business opportunities, developing, and strengthening existing and prospective customer relationships in the Dar es salaam zone.
- Manage distribution including stock management in all sales, price compliance, and responsible for the training of all agents in the Dar es salaam region.
- Responsible for collecting and sending competitive intelligence to head office.
- Responsible for debt management and handling of all complaints among the agent teams.
- Market line development such as pushing the products to the market and Making calls to customers to improve relationships.

LANGUAGE

- English - Fluent
- Swahili - Native

COMPUTER

Proficient in Microsoft Computer Applications;
Msword
Ms excel
Power point
Internet & Email

REFEREES

SUSHANT ACHARJEE
BUSINESS DEVELOPER
GF TRUCKS & EQUIPMENT LTD
PO BOX 22692 DSM TZ
E: sushantacharjee.tz@gmail.com

MR.SIGFRID A. KILawe
MANAGING DIRECTOR
SIABBY INTERNATIONAL COMPANY LTD.
T: +255 653 495954
E: siabbyinternational10@gmail.com

GLORY MANGIA
HUMAN RESOURCE MANAGER
SINO EXPEDITION CO LTD
PO BOX 105333 DSM TZ
E: info@sinoexpedition.co.tz

Sales Executive (SUGEC)

SUGEC EA INTERNATIONAL TRADING LTD | AUG 2019-DEC 2019

- Identify and properly qualify new business opportunities and customers using available resources.
- Routine sales travel to visit new and existing customers and attend relevant trade/business orders of tires or battery
- Provide customer support by responding to Customers' inquiries and requests.
- Partner with current customers to ascertain current needs and generate additional sales.
- Routinely pull and reference system reports for additional sales opportunities.
- Keep management sales team members informed of all relevant activities.

ACADEMIC BACKGROUND

ST. AUGUSTINE UNIVERSITY OF TANZANIA
Bachelor of Public Relations And Marketing | 2019

ITIGI BOYS HIGH SCHOOL
Advanced Level Education | 2016

KENI SECONDARY SCHOOL
Ordinary Level Education | 2013

WORKSHOP/PRACTICAL TRAINING

Research project on promotional strategies
Airtel Company | Nov 2018 – May 2019

Duties;

- Prepare a research proposal, Data collection, Data interpretation
- Report writing and Presentation.

Awarded: Grade B+

Field Practical Training
Tanzania Breweries Limited (TBL) | Aug 2018 – Oct 2018

Duties;

- To work in coordination with the various departments
- To identify consumer needs and build brand awareness.
- Client relationship and Market line Development.

Awarded: Grade A

DEMONSTRATED SKILLS

- Motivated self-starter who exceeds expectations through persistency and business relationships.
- Excellent communicator and resourceful individual who establishes trust and builds cohesiveness through expertise and leveraging relationships.
- Dedicated to educating, motivating, and driving bottom-line market share and volume growth.
- Practical training in different companies dealing with social Services and Customer Services.