

CURRICULUM VITAE

NOVATUS MSAIKY BARTHOLOME

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DAR ES SALAAM

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Sales and Marketing Business Development Credit Analyst Strategic Business Development professional with more than fourteen (14) years of progressively increased responsibility in sales, business development and financial planning. Strong negotiation skills coupled with project management experience has resulted in securing both company and client objectives

WORKING EXPERIENCE

FEBRUARY 2023 TILL TO DATE SALES DIRECTOR JINAN WAYTEKO LTD

- Develop and execute strategic plans to achieve sales targets and expand customer base
- Create and communicate sales goals and ensure executives are informed on the progress of those goals.
- Build and maintain long-lasting, strong relationships with customers while partnering with them to better understand their business objectives and needs.
- Understand industry-specific trends.
- Develop and execute assortment planning strategy. Make all assortment planning decisions.
- Work with sales managers to develop assortment plans. Recommend and execute assortment edits.
- Analyze the market in terms of our competitors and the prices of spare parts in the market.

JULY 2021 FEBRUARY 2023- SALES MANAGER ETC AGRO TRACTORS AND

IMPLEMENTS LTD.

- Identify and pursue sales opportunities across the country
- Maintain and grow current sales to active customer base.
- Develop new customers.
- Cascade the business strategy to the sales team members.
- Develop excellent product knowledge.
- Maintain competitor knowledge, competitor activity and cascade appropriately across the organization.
- Remain current on industry business development and sales trends.
- Develop and maintain our Sales and Customer Service training Programs in line with business needs.
- Build relationships to encourage repeat business.

FEBRUARY 2020 JUNE 2021 SUNBEAM –TOYOTA TANZANIA SALES MANAGER

- Oversee parts marketing activities to achieve revenue goals.
- Manage daily activities of sales team to meet sales objectives.
- Perform inventory management to avoid surplus and obsolete stocks.
- Identify new business opportunities to improve sales.
- Ensure that customer orders are processed in a timely manner.
- Ensure in compliance with corporate policies and procedures.
- Analyze expenses and revenues and adjust in sales plan to achieve profitability.
- Provide outstanding services and ensure customer satisfaction.
- Evaluate the performance of sales team and develop performance improvement

OCTOBER 2016 TO JANUARY 2020 AREA SALES MANAGER SOMOTEX (T) LTD

- Organizing sales visits
- Demonstrating and presenting products
- Establishing new business
- Maintaining accurate records
- Attending trade exhibitions, conferences, and meetings
- Reviewing sales performance
- Negotiating contracts and packages aiming to achieve monthly or annual targets.

JULY 2014 TO SEPTEMBER 2016 SALES EXECUTIVE DIAMOND MOTORS (T) LTD

- Client relationship management potential customers
- Researching the target market and finding companies to target.
- Attending meetings with potential customers and closing sales.
- Building a sales pipeline to ensure a constant stream of sales.
- Working to monthly sales and revenue targets as set by the sales manager.
- Progressing towards activity targets and KPI's set by the sales manager.
- Entering all required data for sales onto the company system.
- Creating invoices and sending out to customers following a sale.
- Updating the CRM and inputting information on customers.
- Following up with past customers and cross selling products.

OCTOBER 2009 TO JUNE 2014 QUALITY MOTORS (T) LTD SALES EXECUTIVE (TRACTORS POWER TILLERS)

- Managing customer relations and concentrating on customer
- Researching customers' habits and identifying customer needs
- Analyzing customers' reaction to advertising, analyzing sales
- Identifying customer's influential groups, collaborating with marketplace.
- Planning sales, forecasting sales and developing price strategy
- Preparing sales presentation materials, tracking competitor's activity and research new markets
- Processing orders and payment from the target customers

EDUCATION

2012-2014: **Open University of Tanzania** Master of Business Administration majoring in Marketing

2006-2009: **Makerere University** Bachelor of Tourism Business

management 2003-2005: **Tegeta High School** Advanced Certificate of

Secondary Education 1999-2002: **Ungwasi Secondary School** Certificate of secondary education.

REFEREES

1. FLORENZO
KIRAMBATADirector of
sales and marketingDouble
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Mobile 0784-510620
2. AEX NYAMBUI

Human Resource Manager

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P.O.BOX 38465

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3. Dr FLORIAN GASPAR

Assistant Lecture

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I hereby declare that the statements in my curriculum vitae are to the best of my knowledge, true, correct, and complete in every aspect

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NOVATUS MSAIKY B