



Mohamed Abdirahman Aidarus

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Objective

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

Experience

- **Hass Petroleum T Ltd**
05.04.2023 - 10.07.2023
Sales Executive
 - Developed and executed sales targets
 - Built and maintained strong relationships with existing and new clients, fostering long-term partnerships
 - Negotiated and closed numerous sales agreements
 - Tracked customer orders and ensured timely fulfillment maintaining high customer satisfaction
 - Addressed customer concerns resolving them promptly and effectively
 - Collaborated effectively with other departments fostering a cohesive and customer-centric approach
 - Monitored, analyzed, prepared and submitted tender announcements and applications from Tanzania Railways Commission (TRC) and Government Procurement Service Agency (GPSA) for fuel supply opportunities
- **Western Indian Ocean Marine Science Association (WIOMSA)**
2022 - 2023
Research Assistant
Project: Economic Assessments of the Relative Contributions of Marine Protected Areas to Tanzania's Blue Economy
 - Conducted literature review and background research
 - Collected data via various methods like interviewing and focus group discussions
- **Swedish Agency for Marine and Water Management (SwAMP)**
2021 - 2022
Research Assistant
Project: Incorporating Poverty and Gender Dimensions in Marine Spatial Planning (MSP) Case Studies in Kenya, Tanzania and Madagascar Support of the SwAM
 - Conducted data collection via interviews and organizing focus group discussions
 - Coordinated and effectively communicated with team members to ensure that everyone is aware of the project's progress, results and findings.
 - Managed project administration such as logistics, procurement, stock control, and ensured the necessary permits are in place
- **FAO**
2020 - 2022
Research Assistant
Project: Illuminating Hidden Harvests, Country Profile, The Contribution of Small-Scale Fisheries to Healthy Food Systems in Tanzania
 - Supported in the development of the research proposal
 - Conducted literature review and background research
 - Collected data from fishers and consumers via interviews and focus group discussions
- **Olympic Petroleum T Ltd**
2019 - 2022
Station Manager / Sales and Marketing
 - Developed and implemented sales and marketing strategies to increase sales
 - Managed customer relationships, identified sales opportunities and closed deals
 - Promoted the brand of Olympic Petroleum T Ltd

- Monitored trends of sales and customer feedbacks to identify areas for improvement
- Oversaw all aspects of station operations including fuel sales, customer service and wet stock management
- Ensured safety, health and environmental regulations are complied
- Reconciled daily sales with finance team
- Maintained a clean well organized and customer friendly environment
- Managed staff, including hiring and evaluating their performance

- **Olympic Energy T Ltd/ Brava Energy T Ltd**

2013 - 2018

Station Manager/ Sales and Marketing

Background: Olympic Energy T Ltd changed its trading name to Brava Energy T Ltd

- Responsible for bulk sales in Bukoba, Karagwe, Geita, Kasulu, Kigoma and Tunduma
- Performed all duties of a station manager in Bukoba, Kasulu and Kigoma
- Responsible for locating and acquiring new petrol stations in Kigoma, Kasulu and Runzewe and expanded the company's footprint in the country

- **AcNielsen**

2006 - 2007

Research Assistant

- Data collection through interviewing youths in Arusha
- Filling up schedules on the basis of replies given by respondents

Education

Course / Degree	School / University	Grade / Score	Year
Msc in Climate Change and Sustainable Development	University of Dar es Salaam	GPA 4.3	November 2024
B.A in Statistics	University of Dar es Salaam	GPA 3.7	2010
Certificate in Islamic Banking	University of Zanzibar		2012
Certificate for Advanced Secondary Education	Arusha Secondary School	Division 2	2006
Certificate for Secondary Education	Arusha Meru Secondary School	Division 1	2004

Skills

- Sales
- Team Building
- Problem Solving
- Decision Making

Languages

- English
- Kiswahili

Personal Details

- Nationality : Tanzanian
- Gender : Male
- Place : Mjimwemwa, Kigamboni
- : Dar es Salaam, Tanzania

Reference

- **Mohamed Ali - Ibn Batuta Tours**
Managing Director
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- **Dr. Martin Chegere - University of Dar es Salaam**
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