

# GEOFREY SYLIVERY MUGANYIZI

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Date of Birth: 16/03/1980

## Personal Profile

I am energetic, analytical, self-motivated and I possess strong leadership skills. I distinguish myself by being creative, innovative, strategic planner, team player, high degree of integrity and an initiator with responsibility in all tasks, able to work independently and under pressure, strong negotiation skills with ability to build and develop strong business networks with customer focus orientation. I am a strategically driven professional with the vision and the foresight to achieve smooth and efficient running of organizations' operations which enable organization to be financially lean, profitable and compliant. I am experienced in working with both government and private bodies and in fast paced environments.

I have 17 years of proven working experience in areas of Projects management, M&E, Business operations, Policy analysis, Sales and marketing, Agricultural business management, Logistics management, Strategic planning, Budgeting and financial management, Economic modelling, Risk analysis, Applied statistics and Teaching/training just to mention few. I have solid understanding of projects and business operations with ability of driving business growth and expanding client base. I prefer to work in posts and organizations that offer challenges and opportunities for skills development and growth.

## Some Of Specific Achievements

- ❖ I formed farmer groups to ensure sustainable agricultural businesses; this made easy training to farmers on supply chain transformations which eventually ensured high quality and quantity produces.
- ❖ Introduced, developed and supervised contract farming that lead to business expansion.
- ❖ Developed and supervised the implementation of bulk procurement purchase system in agricultural inputs that lowered cost of production to farmers and increased production yields as well as income.
- ❖ Facilitated the establishment and successful implementations of various projects starting from project plans/proposals writing, fundraising and grants acquisition to projects implementation. This includes Farm projects (Poultry, Horticulture and Cereal crops), Modern Explosive and Carpentry Factories as well as Construction company projects at Mzinga Corporation; Tobacco processing factory and Sunflower processing plant at WETCU LTD; and Rice processing factory as well as Potato grading and processing Plants at EAF LTD just to mention few.
- ❖ Turned around the performance of the organizations from loss making to profitable growth through increase in revenues and lowering of cost of production as well as improvement in quality of products.
- ❖ Led teams to develop different SOP's and controlling systems in the organizations which all contributed to companies' growth.
- ❖ I trained farmers on good agricultural practices; supply chain management as well as climate adaptation and mitigation to achieve environmental conservations in order to attain food security, economic development and sustainable agricultural businesses.

- ❖ Following COVID 19 in 2019 the demand for tobacco in the world market went down; I introduced Sunflower as an alternative cash crop to tobacco; this increased income to our farmers.
- ❖ Led cross functional teams that brought about fundamental changes and improvement in process, strategy and profitability both as a leader and expert.

## Work Experience

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### 1. EAST AFRICA FOODS CO.LTD (EAF LTD)

**February 2021-December 2023**

EAF LTD is a leading data and Tech Driven Food Distribution Company in Tanzania aiming at boosting access to digital commerce for businesses in Africa through providing solutions that help solve market inefficiencies to improve the lives of smallholder farmers by connecting them directly to the market. It builds the bridge between smallholder farmers and the market using the Agri-tech.

**Position: Zonal Operations Coordinator (Southern Highlands: Njombe, Iringa and Mbeya).**  
**Reporting to Chief Executive Officer.**

The responsibilities to this position are as follows:

- ❖ Responsible for ensuring the smooth running an organization by performing duties that range from complicated storage and logistics procedures.
- ❖ Performs the function of warehousing processing orders, organizing the dispatch and delivery of produces, and ensuring that goods are stored safely, keeping staff fully trained and prepared for any distribution process, maintaining health and safety standards, and keeping accurate records, and managing timesheets.
- ❖ Supervising sourcing of produces from farms and all field activities not limited to identifying areas to source products of high quality at reasonable costs for company profits.
- ❖ Overseeing sourcing of produces in the zone; keeping eyes on operations and sourcing teams; scheduling sourcing plan and ensuring that the team is adequately trained.
- ❖ Overseeing and monitoring of quality, quantity, stock levels, transport costs, and efficiency.
- ❖ Developing an environment that fosters open and positive team communication by setting expectations and communicating the company's goals or objectives.
- ❖ Planning and managing logistics, warehousing processes and operations by ensuring that accounting, reporting, and internal control systems are efficiently functioning.
- ❖ Directs the workflow, motivates, trains, and monitors the performance of sourcing team.
- ❖ Oversees the department staff in counting, weighing, and identifying items being shipped, checks materials against invoices, bills of lading, customer orders, and similar documents.

### 2. WESTERN ZONE TOBACCO GROWERS COOPERATIVE UNION LTD (WETCU LTD)

**May 2018- January 2021**

This is the Cooperative Union under the Tanzania Commission for Cooperative Development (TCDC) operating in Tabora region; it has member Primary Societies in all districts in the region. Its responsible for supervising production, sales, marketing, logistics and storage of crops and agricultural inputs as well as training its members on good agricultural practices.

**Position: Operations Manager**

Reporting to the General Manager and the Board of Directors.

The responsibilities to this position are as follows:

- ❖ Chief advisor to the General Manager and the Board on all activities pertaining to production, logistics, operations, inventory and marketing.
- ❖ Head of department which deals with marketing, storage and logistics of farm products and agricultural inputs (fertilizers, agro-chemicals, PPE's, Polythene sheets, Wrapping materials etc).
- ❖ Plan and budget estimates on all operations and production functions of the Union.
- ❖ Plan and implement all procurement and logistics for Tobacco farming and other related variety crops as well as agricultural inputs.
- ❖ Plan and implement all procurement, storage, logistics and distribution for agricultural inputs.

### 3. MZINGA CORPORATION

**August 2015- May 2018**

Mzinga Corporation is a Tanzanian Government institution under the Ministry of Defence and National Service with the core function of supplying arms and ammunition to permitted public institutions and individuals. Apart from its core function it is manufacturing and supplying various products like modern furnitures, machines of various types; Its growing and supplying agricultural products (horticulture, Poultry, cereal crops and fish farming). Moreover it is supplying explosives and dealing with construction services and logistics.

#### **Position: Senior Economist**

Reporting to the General Manager

The responsibilities to this position were as follows:

- ❖ Directing and administering the planning section and advises the General Manager on all economic matters so as to formulate Corporate plans, policies, programs and projects.
- ❖ Developing Efficient Investment policy and strategies for the Corporation.
- ❖ Developing Corporate plan and overall Investment plan and carrying out Investment appraisals.
- ❖ Conducting research on Investment and identifying investment opportunities.
- ❖ Prepare proposals for seeking fund from development partners.
- ❖ Analyzing input/output data and Interpretation of economic planning.
- ❖ Conducting Monitoring and Evaluation on the implementation of the Corporation's Annual Plans and Investment performance.
- ❖ Preparation of Corporation's budgets and economic reports and analyze corporate growth trends
- ❖ Preparation of production cash flows and periodic performance reports.
- ❖ Preparation of Corporation's medium term strategic plan and annual action plans.
- ❖ Analyze statistics needed in the formulation and implementation of policies, plans and budgetary proposals and develop strategies for resources mobilization.
- ❖ Preparation of plans, programs and budgetary activities including establishment of performance targets and indicators.

### 4. TANZANIA TOBACCO BOARD (TTB)

**November 2013-August 2015**

Tanzania Tobacco Board is an autonomous public institution under the Ministry of Agriculture mandated to regulate the tobacco sector in the country. It is a crop regulatory body established under Tobacco Industry Act No.24 of 2001(as amended by crop Laws Act No.20 of 2009. Its responsible for formulation, implementation and enforcement of policies, guidelines and standards aimed at regulating and improving the performance of the tobacco industry in Tanzania.

#### **Position: Planning Officer**

## Reporting to the Director General

The responsibilities to this position were as follows:

- ❖ Advise the Director General on all issues related to the tobacco industry and proposing major policy initiatives.
- ❖ Supervise reviews of strategic, operations and action plans.
- ❖ Plan, coordinate, administer and evaluate marketing services and marketing research.
- ❖ Preparation of basic statistical reports on green leaf tobacco production and markets as well as field crop selling and export sales.
- ❖ Conduct Monitoring and Evaluation on the implementation of Board's projects
- ❖ Preparation of budgets and estimates for tobacco markets and capital development.
- ❖ Preparation of projects planning reports, work programs and Implementation reports.
- ❖ Training farmers in farmer groups and organizations/cooperatives on Good Agricultural Practices (GAP's) and Agricultural Labor Practices (ALP'S) in tobacco sector.
- ❖ Preparation of work programs and Implementation reports.
- ❖ Review and propose Board's action plan for improvement.
- ❖ Developing strategies for improving performance.
- ❖ Advise the Board on sector policies on tobacco production and marketing.

## 5. BIGWA SISTERS' SEMINARY

July 2006- November 2013

This is an institution owned by the Congregation of Sacred Heart of Mary Sisters under Catholic Diocese of Morogoro. Also the institution is dealing with general businesses such as agricultural businesses (livestock keeping, fish farming, horticulture and crop cultivation); carpentry factory, bakery etc.

### **Position: Education Officer**

Reporting to the Superior Mother of the Congregation

The responsibilities to this position were as follows:

- ❖ Academic and Discipline master of the School.
- ❖ Teaching Mathematics and Economics
- ❖ Assisting in matters related to budgeting and investment projects.

## **Educational Background**

Bachelor of Arts in Economics: (The University of Dodoma) - Tanzania.

Diploma in Education: Morogoro Teachers' College-Tanzania.

Advanced Certificate of Secondary Education: Mazengo High School-Tanzania

Certificate of Secondary Education Examination: Kahororo Secondary School-Tanzania

## **Referees**

### **1. Mr. Nixon Frank**

Human Resource Officer-Mzinga Corporation

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**DECLARATION**

I declare that the information included in this document is completely true and correct according to my knowledge and belief.

Signature: 

Date: 02.08.2024.

