

# Elibariki Elisha Shillah

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## OBJECTIVE

Recent graduate university graduate with a bachelor degree in road and railway transport logistic management at National institute of transport, seeking an entry-level position to apply my academic knowledge. While continuing to learn and grow professionally.

## EDUCATION/QUALIFICATIONS

- (i) Bachelor degree in road and railway transport logistic management at National institute of transport, 2024
- (ii) Advanced secondary education in Berege Secondary School, 2021
- (iii) Certificate of secondary education in Mughanga Secondary School, 2018

## EXPERIENCE

2022 July – September; Conduct field practical training at Morogoro in Tanzania Railways Cooperation (TRC) at Morogoro town. This is in order to improve skills and knowledge in transportation and logistic

2023 July – September; Conduct field practical training at Morogoro Tanzania Railways Corporation (TRC) station in Morogoro town. This is in order to improve skills and knowledge

## SKILLS

- Computer skills: Proficient in Microsoft Office applications, including Excel, Word and PowerPoint.
- Cost analysis (fuel, maintenance, tolls, wages) Here's a short list of key responsibilities for a Fleet Tracking
- Heavy Equipment Expertise: Understanding the different types of heavy equipment used in road and railway construction, maintenance, and transportation (e.g., excavators, cranes, bulldozers, loaders, etc.)

- **Technical Specifications:** Knowledge of engine types, horsepower, lifting capacities, operating features, and other technical specifications of heavy equipment.
- **Applications & Uses:** Understanding how different types of heavy equipment are used in specific construction and transportation projects.
- **Customer Needs Assessment:** Understanding client requirements, project needs, and budgetary constraints to identify the most suitable equipment solutions.
- **Product Presentation & Demonstration:** Effectively presenting heavy equipment features and benefits, demonstrating equipment operation, and answering client questions
- **Negotiation & Closing Deals:** Developing and executing effective sales strategies, negotiating prices, and closing sales deals.
- **Customer Relationship Management:** Building strong relationships with clients, providing ongoing support, and ensuring customer satisfaction.
- **Transportation & Logistics:** Understanding the challenges and intricacies of transporting heavy equipment, including permits, regulations, and logistics

## LANGUAGES

Language	Speaking	Reading	Writing
Swahili	Excellent	Excellent	Excellent
English	Good	Excellent	Excellent
French	Fair	Good	Good

## REFEREES

### **Sesera A samson**

Assistant Lecturer

Department of logistics and transport studies(LTS)

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### **Godlisten Msumanje**

Lecturer

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### **Salvatory kimaro**

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