

CURRICULUM VITAE



1: PERSONAL PARTICULARS

Surname: Sanga

Given Name: Godlove Erasto

Nationality: Tanzanian

Sex: Male

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Dar es Salaam

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+255762759810

Email Address: sangagodlove@ymail.com

2: PERSONAL PROFILE

. I am a dynamic and innovative as well as performance-oriented individual who is driven by both ambition and sound grasp of reality.

3. KEY QUALIFICATION

Bachelor’s degree of Commerce in Accounting

4. EDUCATION BACKGROUND

2012-2015 Osmania University, India Award: Bachelor’s degree of Commerce

2010-2012 Lutheran Junior Seminary

Award: Advanced Certificate of Secondary Education

2006-2009 Feza Boy's

Award: Certificate of Secondary Education

5. EXPERIENCE HELD

JSM GLOBAL SOLUTIONS

Position: Business Development and Sales Executive

December 2022 To December 2024

Responsibilities

- .Lead Generation finding new potential customers for business growth and revenue generation.
- .Client relationship management
- .Sales strategy Development
- .Market analysis
- .Pitching and presentations
- .Negotiating business terms with new and existing clients to close deals
- .Networking

ZOOMLION TANZANIA

Position: Sales Officer

October 2020 To November 2022

Responsibilities

- .Identify potential clients and pitch products**
- .Client relationship management**
- .Product Presentation**
- .Sales Tracking and reporting on daily basis**
- .Market research**
- .Negotiating contracts and pricing terms to close sales**
- .Customer service**

CRDB BANK PLC

Position: Relationship Officer

January 2018 to August 2020

Responsibilities

- .Client Relationship management**
- .Sales and Business Development**
- .Resolving client issue's**
- .Compliance and record keeping**
- .Loan origination**
- .Cross-Selling of bank product's**
- .Risk Assessment and mitigation**
- .Market analysis**
- .Financial facilitation to SME's**

CRDB BANK PLC

Position: Bank Teller

December 2015 to December 2017

Responsibilities

- .Cross selling of bank products to customers and recruiting of new members to the banking platform and software**
- . General administrative tasks assigned by supervisor**
- .Processing of transactions handling deposits,withdrawals,cash checking and processing wire transfers**
- .Promoting bank services**
- .Greeting customers answering their questions and providing information about bank products**
- .Currency exchange**
- .Cash handling counting cash at the beginning and end of day**
- .Preparation of cash summary**
- .Processing of non cash transactions**

6. EXTRA CURRICULUM

Zurich Institute of Management and Technology

May 2014 to December 2014

Awarded: Diploma in sales and marketing Management

Institute of Professional and Computerized Accountancy November

2012 to March 2013

Awarded: Certificate in Computerized Accountancy (Tally, Quick Book & Peach Tree)

Institute of Professional and Computerized Accountancy

August 2012 to October 2012

Awarded: Certificate in Bookkeeping & Accounting

7. LANGUAGE

English and Swahili both written and spoken am fluent

8. SKILLS

- .Negotiation skills
- . Leadership skills
- . Interpersonal skills
- . Communication skills
- . Networking
- . Presentation skills
- . Empathy
- . Problem solving skills
- . Business Management skills
- . Planning, organization and execution skills

9. HOBBIES

- *Travelling and Tour
- *Reading Books
- *Playing Football
- *Social Networking

10. REFEREES

Dominic Dogan

Business Development Director (JSM GLOBAL)

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Dar Es Salaam

Johnson Vehael Mmari

Sales Manager Zoomlion

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Dar Es Salaam

Daniel Isariah Maruchu

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Mbeya

DECLARATION

I Godlove Erasto Sanga certify that the information given above is true and mine,

complete to the best of my knowledge and belief, I declare to be responsible for any false statement in this curriculum vitae

GODLOVE ERASTO SANGA

