

EMMANUEL J SIMBIRI



CURRICULUM VITAE

PERSONAL DETAILS:

Names:	Emmanuel Johannes.
Father's Names:	Johannes Simbiri Robert.
Date of Birth:	January 01.1994.
Place of Birth:	Tarime-Mara-Tanzania.
Religious:	Christian.
Sex:	Male.
Civil Status:	Married.
Telephone No:	0782639029/0754492086
Email address	emmanueljohaness01@gmail.com

CAREER PROFILE

I am a graduate holding a Bachelor Degree of Marketing Management with Education from Mzumbe University Morogoro, who is eager to contribute professional skills to the community for building the nation and achieve targeted organizational objectives. I am reliable, trustworthy, trainable and able to work on my own initiative or as part of a team to achieve the common goal of the organization. I have experience and skills in Sales and Marketing, Computer skills, Communication skills. Interpersonal skills and Managerial skills. I am hard working, well organized with a wide range of useful skills. Working well in teams and my educational experience includes working within diverse teams. I'm good team player with strong client facing skills and proactive in my approach to work.

EDUCATION BACKGROUND:

2014-2017:	MZUMBE UNIVERSITY MOROGORO TANZANIA Bachelor Degree of Marketing Management with Education.
2011-2013:	MADABA HIGH SCHOOL RUVUMA SONGEA. Certificate of Advanced level
2007-2010:	MBOGI SECONDARY SCHOOL TARIME-MARA TANZANIA. Certificate of Secondary Education
2000-2006:	ABAINANO PRIMARY SCHOOL TARIME-MARA TANZANIA. Certificate of Primary Education

PROFESSIONAL QUALIFICATION

- Certificate of Recognition award as a Consistency Top Performer meeting and exceeding sales target WATU CREDIT
- Sales Approach and Coaching, IHG, January 2021.
- 5-Day Business Mastermind Retreat, Public Speaking Academy, August 2019
- Business Administration and Customer Care, Lifetime Training, June 2022
- 14 days' sales training and coaching 2023

WORKING EXPERIENCE:

COMMERCE TEACHER

- **Great Vision Secondary School** 07/2014 to 09/2014
 - **Responsibilities:**
 - ✓ Planning and preparing lessons
 - ✓ Encouraging student participation.
 - ✓ Researching and developing new teaching material.
 - ✓ Researching and implementing new teaching methods.
 - ✓ Marking student work and recording performance.
 - ✓ Providing learner with one-to-one support

BOOKKEEPING TEACHER

St. Mathew Secondary School 07/2016 to 09/2016

- **Responsibilities:**
 - ✓ Setting assessment and overseeing examinations.
 - ✓ Communicating effectively with other teachers and educational organizations
 - ✓ Researching and developing new teaching material.
 - ✓ Researching and implementing new teaching methods.
 - ✓ Marking student work and recording performance.
 - ✓ Providing learner with one-to-one support

SALES AND MARKETING REPRESENTATIVES 01/2018 to 01/2020

ANDO ROOFING PRODUCT (T) LTD.

- **Responsibilities:**
 - ✓ Meeting with clients virtually or during sales visits.
 - ✓ Demonstrating and presenting products.
 - ✓ Attending trade exhibition conference and meetings.
 - ✓ Conducting research to include factual information in stories.
 - ✓ Conducting marketing research.

SALES AND MARKETING REPRESENTATIVES

March 2021 to January 2023

GOODWILL TANZANIA LTD

- **Responsibilities:**
 - ✓ Conducting marketing research.
 - ✓ Analysis of the effectiveness of all marketing efforts.
 - ✓ Collaborates with marketing and other professional to coordinate brand awareness and marketing events.
 - ✓ Undertake individual task of sales as assigned.
 - ✓ To sale as per agreed target.

SALES AND MARKETING OFFICER

May2023

WATU CREDIT TANZANIA LTD.

- **Responsibilities**
 - ✓ Maintaining client relation
 - ✓ Preparing marketing and sales strategies
 - ✓ Implementing new sales plan and advertising
 - ✓ Preparing and completing marketing action plan
 - ✓ Coordinating with media representatives and sponsors

SENIOR SALES OFFICER

November 2023 to Date

WATU CREDIT TANZANIA LTD

- **Responsibilities**
 - ✓ Working toward monthly or annual targets
 - ✓ Reviewing sales performance weekly, monthly and yearly.
 - ✓ Attending trade exhibitions, conference and meeting
 - ✓ Conducting marketing research
 - ✓ Develop sales strategies.
 - ✓ Sales target achievements.
 - ✓ Hire and train sales representatives.
 - ✓ Manage team of sales representatives.

Achievement:

- ✓ Cold-called 20+ potential clients on a daily basis, with a closing rate of 10% to 20%.
- ✓ Hit and exceeded sales KPIs by 30% for more than 8 months e.g. August, September and October in 2023 at WATU CREDIT LTD then awarded with certificate of Recognition.
- ✓ Sent 200+ cold emails on a daily basis, managing to set up calls with 10% of the recipients.
- ✓ Maintained a customer satisfaction rate of 95% for 2022 at GOODWILL LTD.

SKILLS:

- Sales coaching
- Objecting handling
- Sales pipeline management
- New marketing penetration
- Business development and plans
- Closing technique
- Staff management
- Public speaking
- Skilled in Microsoft Office Packages.
- Basic computer skills and with the working knowledge of internet.

REFEREES			
Names	Position	Company	Contact
Peter Msemwa	Sales Supervisor	Watu Credit	0673221884
Francis Simion	Senior Sales Officer	Ando Roofing Product	0762292773
Sumara amwikwabe	Sales supervisor	Goodwill Tanzania Ltd	0694396737

DECLARATION

I hereby certify that the above information truly describes my personal competencies and capabilities.