



CHENNY S MAGAFU



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Dar es salaam, Tanzania

PERSONAL STATEMENT

Sales Executive with 4 years of experience attending to customer needs and converting prospects to increase sales. Accomplished in emphasizing service features and benefits., preparing sales order forms and developing reports. Expert in overcoming objection from prospective customers to maximize sales opportunities.

SKILLS

- Product knowledge
- Time management
- Adaptable and closing capacity
- Customer Service
- Problem solving
- Business Acumen
- Social selling
- Negotiation

EDUCATION

Institution Name | *Teofilo Kisanji University*

Degree Obtained : Bachelor of science in Environmental studies.

WORK EXPERIENCE

4/2024- Current

DORCORP GROUP OF COMPANY | Iringa, Tanzania

Sales Executive and Digital Marketer

- Utilize CRM software to track leads and manage accounts through sales cycle
- Develop and implements sales strategies to meet the customer needs and increase revenue
- Analyze market trends and competitive land scape to identify opportunities for growth
- Cultivate relationships with existing customers to encourage repeat business
- Attending industry events to build relationship with key contacts in the field
- Gather data from survey s conducted among customer in order to determine area for improvement.
- Initiate contact with contact with customer via email campaign or cold calls to generate leads,
 - Implement processes for cross selling products based on customer needs.
- Generate reports to summarize sales performance metrics and present findings to the management team
- Negotiate Contracts with clients on behalf of the company's

*05/2022 –
09/2023*

TATA AFRICA HOLDING TANZANIA LIMITED | Dar es salaam, Tanzania.

SALES EXECUTIVE

- Developed and executed sales strategies
- Cultivated and managed customer relationship
- Achieved and surpassed sales target
- Analyzed sales trends
- Demonstrated product expertise
- Delivered compelled sales presentations
- Negotiated and finalize contract
- Collaborated with cross- functional teams
- Collected and assessed customer feedback
- Utilized sales system (CRM)

04/2021 - 05/2022

LONAGRO TANZANIA LIMITED |Dar -es salaam, Tanzania

SALES REPESENTATIVE

- Promoting and selling forest and agriculture equipment
- Prospected, demonstrated and negotiated the deals
- Managing sales pipeline across all southern highland regions including Iringa, Mbeya ,Songea
- Driving revenue growth by identifying opportunities, from forest and agriculture equipment customers by nurturing customer relationship
- Worked toward achieving sales target
- Conducted research to fill market Gap
- Negotiated contract to arrive at the best deals for client and organizations
- Seek new opportunities through networking, cold calling, and social media channels
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HOBBIES AND INTERESTS

- Programming
- Interested with Artificial Intelligence
- Giving back to my community

