

DENNIS WILBARD KAVISHE (MBM, BSC BUSINESS, DIPLOMA IT)

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CAREER OVERVIEW AND OBJECTIVE

I am a highly motivated person with 9 years of experience in Sales and Marketing profession. I have a master's degree in business management (MBM) and am currently working as an Area Sales Manager at Bonite Bottlers Ltd in the department of Sales and Marketing. I am seeking a position in which I can use my applied and theoretical knowledge to supervise sales staff, increase sales revenue, set sales targets, implement sales strategies, develop sales strategies, ensure customer satisfaction, and best quality services to customers.

My career overview is summarized as below:

- High satisfaction rate of evaluation from my Head of Department.
- Ability to develop goals, objectives and implement strategies through teamwork to achieve goals.
- Possess working knowledge of Computer Aided software such as Sales Force automation and S. A. P
- Strong self-motivation in leadership with the ability to adapt well to new situations.
- Ability to work independently under any environment

EDUCATION

Moshi cooperative university , Moshi Tanzania. Master of Business Management	2015- 2017
Moshi cooperative university , Moshi Tanzania Bachelor of Business Economics	2012- 2015
Sokoine University of agriculture , Moshi Tanzania Diploma in Business Information Technology	2010-2012
Sokoine University of agriculture , Moshi Tanzania Certificate in Business Information Technology	2009-2010

Umbwe Boys Secondary School, Moshi Tanzania
Ordinary Certificate of Secondary Education

2004-2007

KEY PROFESSIONAL SKILLS

- Excellent skills in all Microsoft office programs
- Excellent skills in selected Sales packages such as sales force automation and SAP

PERSONAL ATTRIBUTES

- Good communication skills as evidenced by my current role as an Area Sales Manager at BBL where I train salesman on how to communicate with Customers on regular basis.
- I am highly motivated and enjoy any opportunity to utilize my skills and knowledge towards new areas and responsibilities.
- Vigorous enthusiasm for approaching work with flexibility and innovation, in order to facilitate the creation of new ideas and ways of understanding the process around them
- I hold the highest regard for work, health and safety aspects as evidenced by my current role as Area Sales Manager
- Good team player, communicating complex information in an easily understandable manner customers and colleagues to achieve company goals

AWARDS RECEIVED

2023	Best Area Sales Manager In sales and Marketing Department Bonite Bottlers
2024	Best Area Sales Manager In sales and Marketing Department Bonite Bottlers

WORK/EMPLOYMENT EXPERIENCE

1. **Area sales Manager - November 2015 - To date**
Bonite Bottlers LTD. (Coca Cola Company)

Key experience and responsibilities:

- Ensuring all salesmen achieve their daily, weekly and monthly sales target.
- Driving outlet focused selling to ensure a continued flow of products from the plant to consumer.
- Monitoring and drive corrective action on salesman route truck loading, route coverage, route completion, order generation and success rate
- Driving RED execution of above 90% to ensure a ready market for the intake of more products.
- Proposing initiatives aimed at protecting market share in the sales area.
- Coaching and managing salesman in the area of jurisdiction.
- Ensuring proper use of Sales Force Automation (SFA) to salesman in daily activities.

- Checking the daily distribution plan to make sure that it is properly planned
- Gathering information from the market regarding competitors' activities and other information that is necessary

2. Field trainee July 2014 – October 2014

Kilimanjaro Regional Commissioner Office in Planning and Economics Department

Key experience and responsibilities:

- Analyzing strategic economic planning
- Interprets budgets for the government year 2014/2015
- Analyzing MKURABITA and MKUKUTA program
- Interprets various government policies for sustainable project

3. Field Trainee: July 2009 – October 2012

DOUBLE SM BROTHERS (DSMB) LTD IN ICT DEPARTMENT

I worked with the DSMB company, in the ICT department. During this period, I gained some exceptional ICT skills including:

- Network Installation
- Troubleshooting and Maintenance
- Software Updating.

Personal Skills

- A dynamic, flexible and multi-skills professional in various forms of discipline
- Leadership and people management
- Ability to use SAP Program
- Problem solving skills and negotiation skills
- Able to cope fast with a new environment or new sales techniques
- Conflict resolution skills
- Sales and Marketing skills

Core Competences.

- PC Literacy MS-Office MS-Excel, Word, PowerPoint.
- Leadership and people management
- Customer Management
- Network management
- High degree of integrity
- Communication skills
- Business management
- Project management

LANGUAGE

I can fluently speak and write both English and Kiswahili languages

REFEREES

1. MR. LEONARD MAKULE
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BONITE BOTTLERS LTD
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