

CURRICULUM VITAE

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Date of birth: 26april 1984

Professional Profile

For over 9years, my competency has been in Administration, Business Development, Sales and Marketing Management, Training and Coaching field teams and other teams, having knowledge and experience in customer retention tips.

Career summary

2013-2020

Company: Ur home ltd company (Good one limited Company)

POSITION: Sales and Marketing Manager.

While selling the Fast moving consumer goods (FMCG) like;

1. Nice one washing powder.
2. Nice one toilet paper.
3. Kiss kids baby diapers.

Duties and Responsibilities:

- Develops Sales plans, strategies and programs for the field sales team
- Generate sales from products we have in the regions through a team of field sales rep in order to achieve or exceed the monthly sales targets
- Conduct regular market visits to check our product and brand coverage, competitor activities and continuously search for new opportunities in order to increase sales to the company
- Visiting different Institutions, Hotels, Non-government offices as well as regional and local government offices to find new projects and sites to sell our projects
- Plan and implement marketing activities to ensure that adequate marketing support by way of merchandising and promotions is available in the region in order to provide brand visibility and promote sales in the regions

- Continual training and development of all members of the field sales team and role playing sales at regional level.
- Attending key meetings with members of the sales team so as to have best ways on how to attack new market area
- Identifying key areas for improvement in the sales process to get more sales and meet target set
- Spotting market opportunities for new customers, resident sites, business centre sites, dealers
- Attending monthly meetings with other senior members of the business to know where we need to change/improve and work together as team and inter department as well
- Attending exhibitions and conferences like(sabasaba) to generate new business leads, skills and new strategies on how to improve sales.
- Acting as a spokesperson for the organisation at sales events and conferences in the field when it is approved and required to do so, the aim is to advertise the company and our products as well
- Networking with different related organizations which are regularly running projects and it requires our products in their activities in order to generate new business relationship and make sales for the company through connections and business channel
- Sending of weekly and monthly field sales report against individual target and reporting on variances of the area and update the plan for the coming week, month.
- Regular visiting different leads, customers and potential customers alongside sales executives to get understanding the difficultness, challenges and feedbacks from these potential people in organization for us to improve better
- Cold calling customers and selling services and products through phones and SMS as part of following up these clients

2021-2024.

Company: L.N.SHAH (1977)LTD

Position: Assistant Marketing Manager

While dealing with Printing industry services like printing like; tshirts, billboards, rollup banners etc

Duties and responsibilities:

- To find new customers and maintain the existing clients.
- To manage sales team so as to achieve a given daily, monthly and annual target.
- To establish good relationship between the customers and Company
- To perform all marketing activations
- To visit different dealers and discover their challenges and solve them.
- And perform all other duties as assigned to me by the managing director.

Education and qualifications

- Degree(s)

- 2009-2012: Completed a Bachelor Degree in Business administration in procurement and supplies management from St John's University of Tanzania
- Certificate(s)
- 2004-2006: Completed Advanced Certificate of Secondary Education at uyui high school
- 2000-2003 Completed Certificate of Secondary Education at ulyankulu secondary school

Skills

- Computer skills: MS Office, MS excel, MS Power Point, internet and intranet
- Customer care and Customer relations,
- Team management, Change management, Customer focused, Inspirational, Presentation and Communication skills.
- Driving knowledge with valid license
- Competence and efficiency in stores and logistics activities.

Key Personal Competencies

- Experience of developing teams and developing junior staff including performance management
- Be an enthusiastic and energetic role model who possesses a 'can do' attitude
- Have well developed influencing, interpersonal, communication and networking skills with people and organizations from different social and cultural backgrounds
- Be resilient and able to work well under pressure, prioritize a heavy workload and work both reactively and pro-actively
- Experience of delivering high customer service
- Excellent written and verbal communication skills including presentation skills to a variety of audiences
- Ability to work autonomously and take on responsibility without close supervision
- Have a strategic outlook with the ability to work collaboratively and drive

References

1: Nitunga samweli
Procurement officer
Tanzania airport authority
Dar-Es-Salaam
Cell 0764849310

2: innocent nzibori
Head of human resource
Bam international
Dar es Salaam
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