

### 1.0 BIODATA

Name: Amos Deus Magessa  
Date of birth: 1<sup>st</sup> Jan. 1997  
Marital Status: Single  
Nationality: Tanzanian  
Academic Profession: Sociologist  
Other Profession: Environmental Impact Assessment (EIA) Expert  
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### 2.0 EDUCATION RECORD

YEAR	SCHOOL/UNIVERSITY	AWARD
2016-2019	University of Dar es Salaam	Bachelor of Arts in Sociology.
2014-2016	St. Joseph's Cathedral High. School	Advanced Level Certificate.
2010-2013	Debrabant Sec. School	Ordinary Level Certificate.
2003-2009	St. Mary's Primary School	Primary School Certificate.

### 3.0 WORK EXPERIENCE

#### AUGUST – NOVEMBER, 2018:

FIELD AT TACHMENT AT TANZANIA PETROLEUM DEVELOPMENT CORPORATION (TPDC)

- Participated in establishing Oil and Gas Clubs at Secondary Schools in Mtwara and Lindi Regions with the aim of creating awareness on natural gas use, handling, safety and health aspects.
- Participated in raising awareness to the public (community) at large in Lindi, Mtwara, Tanga, Dar es Salaam and Pwani Regions.
- In collaboration with Local Government Authorities (LGAs) provided technical advice and guidance to the communities that are nearby the Natural Gas Pipeline.
- In collaboration with Public Relation Office participated to host Press Conferences with Journalists.
- Collaborating with Pwani Regional Commissioner Office in the Industry and Trade Expo Workshops.

#### AUGUST, 2021 – JULY, 2023:

SOCIAL/ENVIRONMENTAL INTERN AT NATIONAL ENVIRONMENTAL MANAGEMENT COUNCIL (NEMC) CENTRAL ZONE (DODOMA – SINGIDA – TABORA – IRINGA).

- Participated in developing environmental policy, guidelines, action plans and programs as environmental management is concerned
- Participated in raising awareness on Health, Safety and Environmental (HSE) matters to the community/stakeholders.
- Participated in consulting stakeholders to get their views on Environmental Impact Assessment (EIA) studies and Environmental Audit (EA) reports for different projects submitted by various proponents or developers.
- Participated in Technical Advisory Committee (TAC), Cross Sectorial Committee (CSC) and Internal Advisory Committee (IAC) meetings with the aim of improving the proposed and ongoing projects.

- In collaboration with other stakeholders participated in preparation of Resettlement Action Plan (RAP) to ensure projects are implemented timely at minimized costs and affected people are compensated.

**FEBRUARY 07<sup>th</sup> – APRIL 12<sup>th</sup>, 2024:**

**CUSTOMER CARE INTERN AT WATU CREDIT (T) LTD– DAR ES SALAAM**

- Handling external communications with customers including inbound and outbound calls and SMS from customers and handling their inquiries and complaints.
- Telesales through outbound and inbound calls to generate leads and clients.
- Building and maintaining clients and leads databases.
- Regular follow up with leads generated through customer care logs and convert them to clients.
- Providing customers with the organizations service and product information.
- Processing forms, orders and applications requested by the customer.
- Recording details of comments, inquiries, complaints and actions taken.
- Identifying, escalating priority issues and reporting to the high-level management.
- Managing administration, communicating and coordinating with internal departments.

**APRIL 15<sup>th</sup>, - NOVEMBER 05<sup>th</sup>, 2024:**

**SALES ASSOCIATE AT LIQUID INTELIGENT TECHNOLOGIES– DAR ES SALAAM.**

- Crafting and pursuing sales opportunities and leads which may come from networking, referrals and various outreach methods.
- Reaching out to potential clients via phone, email or in-person visits to introduce products or services.
- Conducting presentations and demonstrations to show customer how products or services meet their needs.
- Persuade customers to make purchases and handle objections effectively.
- Building and maintaining strong relationships with clients to encourage repeat business and referrals.
- Ensure timely follow-ups with leads and existing customers to maintain ongoing communication.
- Maintaining accurate and up-to-date records of sale activities, customer interactions and transactions.
- Participate in or organize promotional events and activities to boost product awareness and sale.
- Stay updated on industry trends, competitor products and sales techniques through ongoing training and education.
- Understanding and adhere to relevant laws and regulations regarding sales and consumer protection.

**NOVEMBER 12<sup>th</sup> – PRESENT:**

**PRE – SALES AND BUSINESS DEVELOPMENT MANAGER AT BEEM AFRICA**

- Identifying and qualifying potential leads through using various channels such as social medias, email campaigns and industry events to generate interest.
- Engaging with prospects to understand their business needs, challenges and goals.

- Preparing and delivering product demonstrations tailored to the prospects requirements by highlighting key features, benefits and value propositions during presentations.
- Collaborating with the sales team to prepare tailored proposals and presentations so that the proposal aligns with client needs and expectations.
- Conducting market research to identify trends, opportunities and competitive landscape.
- Collaborating with senior management to develop and implement business development strategies.
- Coordinating with product management, customer support teams and marketing teams to develop campaigns that align with the business goals.
- Tracking and reporting on business development activities and outcomes by analyzing results to refine strategies and improve effectiveness.
- Engaging in negotiation processes to establish terms and closing deals by mutual beneficial agreement between the company and clients.

#### 4.0 **LANGUAGES**

	<b>Spoken</b>	<b>Written</b>
English	Excellent	Excellent
Swahili	Excellent	Excellent
Spanish	Beginner	Beginner

#### 5.0 **COMPUTER KNOWLEDGE**

Microsoft Word, Microsoft Excel, Microsoft Power Point & E-mail.

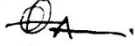
#### 6.0 **REFEREES**

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**Declaration:**

I, the undersigned declare that the information given in this CV is true to the best of my belief and knowledge.

Prepared and Signed by:

A handwritten signature in black ink, appearing to be 'A. Deus Magessa', written over a horizontal line.

Amos Deus Magessa.