

# HASSAN HAMISI MAHENGA

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## Professional Summary

Results-driven professional with expertise in collections, risk management, fraud detection, and data analysis. Proven track record in credit recovery, affiliate marketing, and financial risk mitigation. Strong analytical skills with proficiency in Excel, SQL, and financial reporting. Experienced in team training, negotiation, and compliance enforcement to optimize business performance. Passionate about leveraging data insights to drive decision-making and minimize risks in financial and marketing sectors.

## Skills

- Data Analysis & Reporting - Proficient in Excel, SQL, and data visualization.
- Software Proficiency - Excel, PowerPoint, Word, Tally ERP 9, SQL.
- Fraud Detection & Risk Management - Strong ability to identify fraud trends and mitigate risks.
- Affiliate Marketing & Customer Engagement - Experienced in digital marketing and client acquisition.
- Negotiation & Collections - Skilled in debt recovery, payment negotiation, and compliance.

## Work Experience

### Area Collections Executive

Green Light Planet | November 2024 - Present | Tanga

- Oversee 82 agents and energy officers in all aspects of collections.
- Develop and implement credit recovery strategies to reduce delinquent accounts.
- Collaborate with the Area Business Manager in recruiting agents, ensuring the selection of the right candidates.
- Train and mentor new agents on collection techniques and minimizing financial losses.
- Conduct fraud detection through data analysis and regular monitoring to mitigate risks.
- Provide detailed reports on collections performance, risk trends, and fraud prevention measures.

### Affiliate Marketer

Meridian Bet | November 2024 - Present

- Promote and market Meridian Bet services through online and offline platforms.
- Develop strategies to acquire new customers and increase brand awareness.
- Track and analyze affiliate marketing performance using digital tools.

### Debt Collector

Singularity Microfinance | November 2023 - November 2024

- Contacted delinquent customers via phone calls to remind them of overdue payments.

- Negotiated payment plans with clients based on their financial situations.
- Assisted clients with technical issues related to making payments through digital platforms.
- Identified and escalated cases of fraud or unwilling defaulters to the appropriate teams.
- Educated customers on loan terms, repayment schedules, and potential penalties.
- Maintained accurate records of collection efforts and updated client accounts accordingly.

## **Education**

### **2020 - 2023**

Institute of Finance Management (IFM) - Bachelor of Science in Insurance and Risk Management

### **2018 - 2020**

Maji ya Chai Secondary School - Advanced Certificate of Secondary Education

### **2014 - 2017**

Mbumi Secondary School - Certificate of Secondary Education

### **2006 - 2013**

Kitete Primary School - Certificate of Primary Education

## **References**

### **Hamisi Hassan Mahenga**

Headmaster, Kihelezo Primary School | Email: hassan79@gmail.com | Phone: +255716055760

### **Elizabeth Matelin Mtakalazi**

Businessman | Email: emtakalazi@gmail.com | Phone: +255684391728

### **Joel Mwakajinga**

Regional Collection Manager, Green Light Planet | Email: joel.mwakajinga@sunking.com | Phone: +25574