**CURRICULUM VITAE**

**PERSONAL DETAILS**

FIRST NAME: PETER

MIDDLE NAME: EDWARD

SURNAME: NSOLO

NATIONALITY: TANZANIAN

LANGUAGE: ENGLISH & KISWAHILI

**CONTACT ADDRESS**

MOBILE NUMBER: 0686344059/0769699608

EMAIL : nsolopeter22@gmail.com

**EDUCATION BACKGROUND**

**2021-2024** UNIVERSITY OF DAR ES SALAAM (UDSM)

**Award**: BSc in Agriculture, natural resources economics and business

**2019-2021** GALANOS SECONDARY SCHOOL

**Award:** Advance certificate of secondary education

**2015-2018** VICTORY SECONDARY SCHOOL

**Award:** Certificate of secondary education

**SKILLS**

* Agribusiness
* Microsoft proficiency
* Economics
* Data analysis
* Project proposal development and report writing
* Agriculture economics
* Market analysis
* Data interpretation
* Policy analysis
* Sales and marketing
* Team work
* Communication and interpersonal abilities
* Entrepreneurship
* Supply and value chain development

**WORK EXPERIENCE**

**POSITION: DIRECT SALES AGENT**

**COMPANY: NATIONAL BANK OF COMMERCE (NBC)**

**DURATION: August 2024 - PRESENT**

**DUTIES PERFORMED**

* Participate in sales activations and campaigns to meet specific targets.
* Ensure all onboarded customers are active and digital connected.
* Complete account opening together with customers in line with customers in line with NBC bank policies and requirements before submitting to operations for processing.
* Deliver exceptional sales performance by identifying and meeting customer needs through selling liabilities (deposit) products.
* Provide directs hand on sales support (quality lead generation and effective follow up) to generate and convert quality leads into sales.
* Comply with general NBC operational risk and rigour requirements eg health and safety standards and security of premises, KYC and anti money laundering regulations.
* Carry other related duties as assigned by the line manager.

**POSITION: Sales and Marketing officer**

**COMPANY: Alpha Krust**

**DURATION: July 2022 - September 2023**

**DUTIES PERFORMED**

* + To receive and co-ordinate all sales enquires in line with the company’s sales process
  + To follow up sales activities with clients
  + Co-ordinate the market and client news in order to produce sales.
  + Analyzing sales data and preparing reports to track performance against target and identify area for improvement
  + Conducting research to understand markets trends, customer needs and competitive landscape to inform marketing strategies
  + Building and maintaining relationships with clients to ensure customer satisfaction and loyalty
  + Planning and executing marketing campaigns and promotional activities to drive product awareness and sales
  + Working closely with other departments and customer service to ensure alignment and support for sales initiative

**ADDITIONAL INFORMARTION**

* **Tanzania National service**

Kibiti camp 830kj

June 2021 - September 2021

* **Leadership roles in school**

Minister without portfolio, student government

Victory secondary school

Feb 2017- Feb 2018

**REFEREE**

**NAME:** GRACE SOLOMON

**COMPANY:** NCB BANK

**EMAIL: gracesolomon.ng'imba@nbc.com.tz**

**PHONE NUMBER:** 0712002940

**NAME:** FRANK JONAS NDEMBELA

**COMPANY:** ACB BANK

**EMAIL**: frank.ndembela@acbtz.com

**PHONE NUMBER:** 0753320083

**NAME:** RAHIM SAID BAKARI

**COMPANY**: KNIGHT FRANK

**PHONE NUMBER**: 0693 342 921