**CURRICULUM VITAE**

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| **Name:** | **Francis Richard Chimbuvu** |
| **Age:** |  **36** |
| **Location:**  | **Dar es Salaam** |
| **Nationality:**  | **Tanzanian** |

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**Language:English, Swahili**

**PROFILE**

* Executive manager with 13 years’ experience within logistics in a managerial position.
* Executive Masters in Business Administration in Logistics and Supply Chain and Project Management
* Excellent knowledge of distribution management, logistics management, warehouse management, and product costings, coordinating import and export of goods via customs and clearing and forwarding, fleet management.
* Managing imports and exports from and to Tanzania, Nairobi, Europe and USA
* Inventory management for branches in Tanzania, Zanzibar .
* At Tanzanian breweries he managed a fleet of 20 owned trucks and 53 rental trucks.

**EDUCATION**

**Bocconi University, Millan Italy - 2017**

Business School

**International Institute of Business Analysis, Canada - 2014**

Member

**National Institute of Business Management, India - 2014**

Executive Masters Business Administration in Logistics and Supply Chain & Project Management

**Moshi Technical High School, Moshi. Tanzania - 2007**

Advanced level Education

**Bwiru Boys Secondary School, Mwanza. Tanzania - 2004**

Ordinary level Education

**Kamunyonge Primary School, Mara. Tanzania - 2000**

Primary Education

**TRAINING**

**Courses and trainings attended:**

* Integrated Business Information System (IBIS),include
* distribution process, distribution outgoing and distribution incoming
* Route Sales,
* Cash and Collect,
* Approval Process,
* Interdepots Transfer, Inventory, In Job Training at Tanzania Breweries Limited.
* Guide to Operations Excellence, include
* Product quality; brewery warehouse,interdepot transfer and issues to trade, product recall process, stock rotation, trade upliftment, damaged products
* Warehousing; warehouse optimization, Back Orders Managed, System to identify and minimize incorrect loads,
* Stock Audit, MBF (Missing, Breakages, Foreign).
* customer service, internal and external customer concept, credit, storage and vehicle size analyse,Trade visit as per DSP,Focus Group,
* Stock handling analysis in depots and distributors, dealing with customer complaints, delivery delays communicated quality delivery to customers.
* Distribution Optimised;Activity and volume smoothing, sales and promotional target supported, short cycle feedback to drivers, route and schedule optimization, derive Load Planning Benefit
* Safety and House Keeping; safety Policy,NOSA audits,PPE,Safety Signage, Unsafe Act,House Keeping.
* Recruitment and Development; Independent development program (IDP)
* Superior Performance;detailed career discussion and succession plan
* Standard Operating Procedures And Policies
* In job training at Tanzania Breweries Ltd.
* Performance Management Refresher; includes features of setting a good goal, management and Self-Management Practices, and Managing a poor performer. in Job Training at Tanzania Breweries Ltd
* One on One and Performance Review; goal setting for teams and individuals, performance monitoring, in Job Training at Tanzania Breweries Ltd
* Accreditation for Head of Departments
* Effective Training Needs Analysis(TNA);L&D principles during TNA exercise, sources for training identification, Training needs identification In job Training at Tanzania Breweries Ltd
* Workplace Assessment Program and CAP(Competency acquisition process Provide basic assessment skills – workplace assessment ,closing gaps, feedback on assessment, Injob training at Tanzania Breweries Ltd

 **HISTORY**

**Tridge Tanzania ltd: October 2021- To June 2023 - WAREHOUSE MANAGER**

\*Develop a long list of local suppliers and shortlist by evaluating their export capacity and credibility based on the guidelines provided by Tridge HQ

\*Manage and Oversee store manager that he works and follow the process flow in the warehouse operations.

\*Find out suitable storage point for cargo.

\*Develop and implement sales strategy of Egyptian oranges to Tanzania.

\* Manage the logistics suppliers and route planning from loading to offloading.

\*Manage,recruit and train employees

\*Setting KPI's

\*Managing all domestic Purchases in and around Tanzania

\*Responsible for managing the company’s inventory and warehousing operations in line with policies and procedures; including the receipt, storage, accounting, dispatching and reporting of all commodities received and stored in the warehouse

\*Report and advise on events occurring in operations

\* Handle customer inquires ,Reach out to customers who wants to buy Raw cashewnut ,Sesame seed via social media,whatsapp groups

\* Identify and engage potential enterprise customers through research, outbound calls, emails, and social media outreach, focusing on the agri-food market and adjacent industries.

\*Analyze industry trends, market intelligence needs, and key pain points for enterprise clients in the agri-food sector.

\*Qualify inbound and outbound leads, ensuring a seamless handover to the sales team for closing.

\*Craft and deliver compelling messages tailored to specific prospects, showcasing the value of SaaS-based solutions for intelligence-driven decisions in the agri-food industry.

\*Partner with marketing and sales teams to develop targeted campaigns and optimize lead conversion.

\*Maintain accurate records of prospect interactions, tracking all activity in CRM tools like Salesforce or HubSpot.

\*Develop a deep understanding of the company’s SaaS offerings to communicate the value proposition effectively.

\*Communicating with shipping line, clearing and forwarding for export of agriculture products ,Raw cashew nut, sesame seed,avocado etc to Vietnam,India,South Africa etc

\* Manage the logistics suppliers and route planning from loading to offloading.

\*Manage,recruit and train warehouse employees

\*Setting Warehouse KPI's

\*Managing accounts.

\*Managing the execution /documentation /logistics of export-oriented cargo.

\*Find out domestic trading opportunities.

\*Find out new investment opportunities in and around Tanzania.

\*Responsible for managing the company’s inventory and warehousing operations in line with policies and procedures; including the receipt, storage, accounting, dispatching and reporting of all commodities received and stored in the warehouse

\*Report and advise on events occurring in warehouse

\* Approve the payment for transporters

\*Coordinate deliveries with the C&F team: prepare orders as per client’s requirement, coordinate loading and dispatch.

\*Develop and execute sales strategies to acquire and retain enterprise-level clients, focusing on agri-food businesses.

\*Present SaaS-based market intelligence and analytics solutions to decision-makers, emphasizing their value in optimizing agricultural supply chains and trade strategies.

\*Identify new business opportunities through market research, networking, and targeted outreach campaigns. Manage and nurture a pipeline of high-potential clients.

\*Build and maintain strong relationships with enterprise clients, acting as a trusted advisor to address their business challenges using SaaS solutions.

\*Work closely with the product, marketing, and customer success teams to align offerings with market needs and ensure seamless on-boarding and support.

\*Stay informed about tech, SaaS, and agri-food industry trends to tailor solutions to evolving client needs.

\*Keep record of all stock entries and dispatches in the WMS according to the project’s requirements.

\*Prepare reports on stock moved in and moving out

\*Communicating with shipping line, clearing and forwarding for export of agriculture products ,Raw cashew nut ,sesame seed,avocado etc to Vietnam,India,South Africa etc

\*Coordinate import and export of goods via customs and clearing and forwarding

\*Reports Raising LPO for purchasing

\*Liason with clearing and forwarding agents

\*Work and recruit a team

\*Source and negotiate all domestic purchase with suppliers

\*Sourcing new suppliers.

\*Provide assistance on procurement processes.

\*Manage the logistics and distribution of materials

\*Oversee the warehouse and team

\*Participated to OSHA safety training as required on 2022

\*Adhere to all HSE requirements of the project

**Ecolab EA (T) Ltd - 2015 to 2018**

**Warehouse Manager**

**Description:**

**Planning**

* To have a more strategic role and deal with planning, coordinating, administration and general management issues, which include the day-to-day supervision of staff and overseeing work.
* Making sure suppliers have enough stock to meet demand.

Ensuring compliance with different statutory legislation.

**Procurement & Supply chain**

* liaising with customers, suppliers and transport companies, Responsible for maintaining relationships with external suppliers and for negotiating major contracts
* Prospect & Recruit: Identify and reach out to potential owner-operators through various channels, including cold calls, email campaigns, and social networks adverts.
* Build Relationships: Develop and maintain strong relationships with owner-operators, understanding their needs.
* Close Deals and prepare contracts with transporters and sign.
* Market Research: Stay up-to-date on industry trends and current transport rates offerings in the market.
* Collaboration and Work closely with the marketing and product teams to align on strategies for recruiting and retaining owner-operators /transporters.
* planning, coordinating and monitoring the receipt, order assembly and dispatch of goods, Importation and exportation of goods and working in liaison with clearing and forwarding agents for custom clearance;
* Coordinate import and export of goods via customs and clearing and forwarding
* Follow up of permit required when export or receiving of goods
* Raising LPO for purchasing

**Warehouse and inventory Management**

* Oversee Stores goods movement
* Manage and oversee receiving, storage, picking, dispatching, data recording
* Approve and make sure Records of goods received and Goods issued are correctly
* using space and mechanical handling equipment efficiently and making sure quality, budgetary targets and environmental objectives are met;
* having a clear understanding of the company's policies and vision and how the warehouse contributes to these;
* coordinating the use of automated and computerized systems where necessary;
* Oversee Products costing, identify ways to reduce Services cost in logistics and supply chain to save 120 mill Usd in supply chain costs for the year 2016 in Africa
* responding to and dealing with customer communication by email and telephone;
* keeping stock control systems up to date and making sure inventories are accurate;
* planning future capacity requirements;

**Staff management**

* organizing the recruitment and training and evaluation of staff, as well as monitoring staff performance and progress;
* motivating, organizing and encouraging teamwork within the workforce to ensure productivity targets are met or exceeded;

**Weekly /MONTHLY reports**

* producing regular reports and statistics on a daily, weekly and monthly basis;
* maintaining standards of health and safety, hygiene and security in the work environment, for example, ensuring that stock such as chemicals and food are stored safely;
* Overseeing the planned maintenance of vehicles, machinery and equipment.

**Tanzania Breweries Limited A subsidially of SAB-MILLER Plc International - May 2010 to August 2015**

**Warehouse Supervisor (Mwanza)**

**Description:**

**Warehouse management:**

* Manage warehouse operations, counting, recording, minimize stock loss and maximize efficiency.
* Handle incoming materials and raise GRN
* Prepare proposals for disposing obsolete or out of use items
* Manage Inventory goods that arrive from manufacturer.
* Review and approve purchase orders.
* Ensure goods are stored properly and at the right temperature.
* Decide appropriate quantities of items to stock.
* Ensure inventory maintains optimal levels.
* Stock losses controlled to standards and continuous improvement evidenced
* Stock age managed
* Managing warehouse staffs, drivers, fork lift drivers and clerks, by recruiting, selecting, orienting, and training employees.
* Planning delivery timetables.
* Ensuring stores have enough stock.
* Overseeing the ordering and packaging process.
* Monitoring stock levels.
* Tracking products through branch offices to make sure they arrive at their destination.
* Overseeing arrival of shipments
* Monitoring the implementation of supply chain policies.
* Assist in the organization’s procurement functions.
* Ensure full security of warehouse 7 days - 24 hours.
* Ensure that operations are conducted in safety conditions.
* Manage budget/overheads cost
* Asset Management.
* Daily management of incoming requests from end users ensuring timeous turn around.
* Conduct monthly demand planning to determine the needs and requirements for good and services.
* Compile procurement reports for internal and external stakeholders.
* Maintains warehouse staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results.
* Contributes to team effort by accomplishing related results as needed and achieving KPIs
* Monthly stock taking
* keeping stock control systems up to date and planning future capacity requirements;
* producing regular reports and statistics on a daily, weekly and monthly basis;
* briefing team leaders on the issues for that particular day;
* Maintains receiving, warehousing, and distribution operations by initiating, coordinating, and enforcing program, operational, and personnel policies and procedures.
* Complies with state, and local warehousing, material handling, and shipping requirements by studying existing and new legislation; enforcing adherence to requirements; advising management on needed actions.
* Safeguards warehouse operations and contents by establishing and monitoring security procedures and protocols.
* Controls inventory levels by conducting physical counts; reconciling with data storage system.
* Maintains physical condition of warehouse by planning and implementing new design layouts; inspecting equipment; issuing work orders for repair and requisitions for replacement.

**Distribution/Logistics Management:**

* Management of 57 own trucks and 53 hired trucks
* Recruit transporters
* Manage and make sure the maintenance, repairs, or replacements for forklift machines, trucks.
* Route planning and transportation of goods from production site to consumer to client.
* Develop and implement a logistics process, route planning, fuel management, TAT (TURN AROUND TIME).
* Ship finished products.
* Ascertain how much freight to place on shipments.
* Devise routes for shipments.
* Deploy truck drivers.
* Monitor progress of major shipments to ensure receipt.
* Collaborate with marketing executives to ensure that new products reach the right markets at the optimal time.
* Depot staff managed
* Depot activities managed to the satisfaction of customers
* Costs managed to budgets and continuous improvement evidenced
* Key Performance Indicators achieved and exceeded.
* NOSA and GOE requirements implemented to standards.
* Financial Control: control budget expenditure

**Customer service:**

* visiting customers to monitor the quality of service they are receiving;
* Collaborate with marketing executives to ensure that new products reach the right markets at the optimal time.
* Daily operations & sales planning/forecast
* Manage Customers account
* Ensure inventory maintains optimal levels.
* Take orders over the phone, Internet, or through email.
* Put together catalogues advertising products.
* Achieves financial objectives by preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.

**Problem solving:**

* Coaching Warehouse/driver Team through classroom sessions and demonstration in the market place.
* Attending all Training programs and improve Knowledge, Skills and Attitude.
* Conducting Sales meetings daily, weekly and monthly and facilitate problem solving.

Referee

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