**CURRICULUM VITAE**

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

**Email : Francrichy@gmail.com,**

**Mobile : +255676266814,0755851690**

**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

Sabina Chimbuvu

Head of section

State House,

Chamwino, dodoma,

Tanzania

0754877828

Joseph Githinji

Supply chain director

Diversey sub saharan africa

+254 720 742026

Anna Chimbuvu

Procurement officer

State house,

Chamwino, Dodoma,

Tanzania

+255 625490635