



GOODHOPE SHOMBE

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|Country of Origin: Tanzania | Gender: Male |Marital status: Married

PLANNING| RESEARCH |MONITORING & EVALUATION |PROJECT MANAGEMENT|BUSINESS DEVELOPMENT

SUMMARY

Goodhope Shombe is professional and experienced expert in Agribusiness. He has a solid working experience in planning, project management, research, and business development for organizations and businesses. Through his career, Goodhope has largely assisted in planning, coordinating and implementing quality activities to the Agriculture and Business sector. Goodhope is currently working for Simusolar Limited as **Regional Sales Manager** where he oversees sales operations of Solar-powered irrigation systems across the Southern Highlands regions. For 10 years, Goodhope has worked intensively to support Donor funded projects and company investments.

RELEVANT EDUCATION

TRADE POLICY TRAINING CENTER IN AFRICA (TRAPCA/ESAMI)| ADVANCED COURSES IN INTERNATIONAL TRADE POLICY AND TRADE LAW|ARUSHA, TANZANIA|Feb.2018-Oct. 2020

SOKOINE UNIVERSITY OF AGRICULTURE (SUA)| BSc. AGRICULTURAL ECONOMICS AND AGRIBUESSIN|MOROGORO, TANZANIA|Oct.2010-Jul.2013

MOSHI COOPERATIVE UNIVERSITY (MoCU)|DIPLOMA IN COOPERATIVE MANAGEMENT AND ACCOUNTING|KILIMANJARO, TANZANIA|Jul.2008 -Aug.2010

PROFESSIONAL EXPERIENCE

SIMUSOLAR LIMITED |IRINGA, TANZANIA| REGIONAL SALES MANAGER | Jun. 2021 - Present

Main Duties

Oversee sales operations of Solar irrigation water pumps, and agricultural processing machines with direct and significant impact on productivity to the farmers across the Southern Highlands Regions.

- Liaise and coordinate with relevant persons, government departments and organizations.
- Supervise and support the Field staff in the implementation of sales activities.
- Contribute to the compilation of reports capturing all relevant and useful date and information.
- Provide financial reports to account for all monies received and used for activities.
- Maintain and strengthen links and good relations with government, partners and stakeholders.

**KILOMBERO VALLEY TEAK COMPANY LIMITED (KVTC)| MOROGORO, TANZANIA|
RESEARCH & PLANNING MANAGER| Apr. 2019 – Mar. 2021**

Main Duties

Administrate the research and development program of the company's forestry asset in close collaboration with external advisors and researchers.

Achievement

- Provided the company with detailed forestry data and maps.
- Assisted in long-term planning for harvesting and thinning activities.
- Contributed to the achievement of Research and Development goals of the company.

ACE AFRICA TANZANIA| ARUSHA, TANZANIA| AUG. 2014- DEC. 2018

Technical Support Field Officer

Main Duties

Assist project staff and the M&E staff to develop and maintain comprehensive, quality and relevant materials for purposes of effective advocacy, training, monitoring and reporting.

Achievement

- Ensured that all activities allocated are implemented and reported on in a timely and efficient manner, within budget and reaching targets.
- Identified target beneficiaries to engage in food security and related activities in the community
- Organized and administered trainings for target community beneficiaries on initial Agriculture and Nutrition.
- Conducted follow-ups and monitoring of community beneficiaries trained, including giving technical advice on and assistance.

**SOKOINE UNIVERSITY GRADUATE ENTREPRENEURS' COOPERATIVE (SUGECO)|
MOROGORO, TANZANIA| OPERATIONS MANAGER-INTENSHIP | Jul. 2013-Aug. 2014**

Main Duties

Contributed in creating, enabling and supporting knowledge intensive innovative youth entrepreneurs to build successful businesses along agricultural and agribusiness value chain. Assisted in business incubation, entrepreneurship and business planning training for startups and help them develop bankable business proposals.

Achievement

- Facilitated linkages between entrepreneurs and commercial bank (CRDB bank) on a 3-year pilot project for startups.
- Created a significant number of startup businesses across the agriculture value chains which include agricultural production, food processing, animal and poultry keeping and fish farming.

SKILLS

Languages: English (Full proficiency); Kiswahili (Native Speaker)

Computer Literacy:

Computer basics/MS Office – (Advanced proficiency); SPSS – (Advanced proficiency); STATA, GIS – (Intermediate proficiency); ODK, Kobo, Open Data Kit (Advanced proficiency).

Key Competences:

Planning, Project management, Research and technical writing, Monitoring and Evaluation, Training and coaching, Agribusiness development, Value chain development, Strong personal and interpersonal skills, Mobile data collection, Marketing, Trade policy and trade facilitation.

RELEVANT CONSULTANCIES

Client| FD Ltd, Tanzania

November 2021

Assignment| Lead the research team in conducting assessment for development of a digital platform for access to actionable preliminary agricultural information (production cost, productivity, profitability etc) for rural farmers, youths and the new entrants in agribusiness that will help them make informed decisions.

Role| Lead Consultant – GREEN AI PROJECT

Client| Rikolto, Tanzania

October 2020

Assignment| Conduct Baseline Study for the EU-funded program to improve the performance of Tanzania's horticultural sector, contributes to job creation and nutritional security. The project outcome is to increase competitiveness and profitability of the horticulture sector for smallholder farmers in Tanzania's Southern Highlands.

Role| Research Assistant - AGRI-CONNECT PROGRAM

Client| Tech-Force Innovations B.V Netherlands

July 2020

Assignment| Completed an End-line Evaluation for SAGCOT Integrated Knowledge and Information for Agriculture (SIKIA). SIKIA is a Public-Private Partnership project aimed at providing knowledge and information for Tanzania's rice value chain through delivery of actionable farmer information needs mainly weather condition (climate change); crop management; variable inputs; water and irrigation; market information; agricultural credit and insurance.

Role| Enumerator – SIKIA project, Mbeya

Client| Rikolto, Tanzania

August 2017

Assignment| Selection of potential clusters for irrigation financing

Role| Lead consultant – Clusters selection

Client| Rikolto- Tanzania

March 2017

Assignment| Strengthening capacity of farmers and farmer-based organizations (FBOs) on business modeling and business planning.

Role| Consultant – Inclusive Business Modeling & Planning (IBM) project

Client| BEST-AC (BEST Dialog)

November 2013

Assignment| Strengthening business environment of the sugar sector in Tanzania through research and advocacy.

Role| Research assistant – Enhancing Sugar Industry Regulatory Framework of Tanzania

REFERENCES

Walter Shayo M&E Officer Rikolto (VECO) East Africa (Tanzania) P.O. Box 14665, Iringa Email: walter.seleman@rikolto.org Mobile: +255 765 003 896	Jerome Mackay Senior Advisor, Strategy and Value Chain Development Specialist Ace Africa (TZ) P.O. Box 16416, Arusha Mail: mackayjerry@hotmail.com Mobile: +255 784 692 120	Dr. Anna Temu (PhD) Senior Lecturer Sokoine University of Agriculture. Founder and Chair SUGECO Ltd P.O. Box 3223, Morogoro Email: aatemu@gmail.com Mobile: +255755534436
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