

# CURRICULUM VITAE

**NAME: JULIUS MARWA CHACHA**

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## **1. PERSONAL PROFILE**

A strong result oriented management personnel with consolidated experience in Sales, Marketing, Agribusiness, Telecommunications, Project/Business Management, Team Leading and Analytics work portfolios.

## **2. PERSONAL DETAILS**

<b>Sex</b>	<b>Date of Birth</b>	<b>Marital Status</b>	<b>Nationality</b>	<b>Language</b>
Male	26 <sup>th</sup> Aug 1988	Married	Tanzanian	Fluent in English and Swahili: Spoken and written.

## **3. ACADEMIC BACKGROUND/EDUCATION**

<b>Level</b>	<b>Period</b>	<b>Institution</b>	<b>Award</b>
University Level	2006 – 2007	<b>Graffins Business Collage – Nairobi Kenya.</b>	Diploma in Business Management.
High School Level	<b>2002 – 2005</b>	<b>Isibania Boys High School – Isibania Kenya.</b>	Certificate of High School Education
Primary Level	<b>1998 – 2001</b>	<b>St Lawrence Isibania Comprehensive School</b>	Certificate of Primary Education

## **4. WORK EXPERIENCE**

<b>Institution</b>	<b>Period</b>	<b>Location</b>	<b>Duties Performed</b>
<b>Estina Green Tanzania</b>	<b>Dec 2021 - Nov 2024</b>	<b>Songwe, Mbeya, Katavi and Songea</b>	<b>Country Operations Manager –</b> <ul style="list-style-type: none"><li>Supervision of Cereals (Maize, Beans and Rice) sourcing Storage and transportation to desired country /destination.</li><li>Locating appropriate cereals sourcing grounds and collection points setup.</li><li>Supervision of Storage, fumigation and transportation of Maize to NFRA and NCPB collection points.</li><li>Representing the CEO to regional business meetings (COMESA &amp; SADC)</li><li>Financial modeling.</li><li>All Procurement and Logistics Management in Tanzania, Zambia and Malawi.</li><li>Fleet Management</li><li>Staff recruitment and training in the Sourcing Farms and Warehouses.</li></ul>
<b>i-Netcom Business Solutions</b>	<b>Jan 2021 - Nov 2021</b>	<b>Tanzania - Mbeya</b>	<b>Country Representative –</b> <ul style="list-style-type: none"><li>Identifying new Agri Business opportunities in the Region (COMESA and SADC).</li><li>Networking across industry events (Workshops, trainings and seminars).</li><li>Farmers Unions creating, Monitoring, Training and supervision.</li><li>Reporting to investors on projects development and setbacks.</li><li>Staff recruitment, training and management.</li></ul>
<b>Taifa Gas Tanzania Limited</b>	<b>Dec 2019 – Dec 2020</b>	<b>Lake Zone – Mwanza</b>	<b>Zonal Sales Manager –</b> <ul style="list-style-type: none"><li>Strategizing for the achievements of Zonal sales target through the zonal team.</li><li>Ensuring satisfactory resolution of client queries and concerns.</li><li>Achieving inventory planning and control.</li><li>Coordinating with marketing teams for the organization of seminars, meetings and conferences on Zonal</li></ul>

			<p>Level for building a prospective client database.</p> <ul style="list-style-type: none"> <li>• Interacting with large consuming customers for the product feedback key accounting.</li> <li>• Enhancing productivity</li> <li>• Ensuring successful launch of new products</li> <li>• Suggesting for reduction in promotional activity expense</li> <li>• Ensuring to maintenance of ” NORMS AND STANDARD OF COMPANY POLICIES”</li> <li>• Planning and structuring the business and team</li> <li>• Taking approvals from Head office for the participation in state and national conferences.</li> <li>• Validating feedback and data which is collected by regional sales managers.</li> <li>• Driving general sales.</li> </ul>
<b>Vodacom Tanzania PLC</b>	<b>Sep 2016 - Oct 2018</b>	<b>Lake Region – Mwanza</b>	<p><b>Zonal Cooperate Sales Manager –</b></p> <ul style="list-style-type: none"> <li>• Establishing the strategic direction for all of the indirect sales channels, based upon information from sales &amp; solution specialists, Business Partners, Retail Channels, Distributors, customer input and market analysis.</li> <li>• Tenders bidding</li> <li>• Planning and coordinating Sales &amp; Solution Support initiatives as well as activities to the company’s indirect channels, while working closely with the other departments to achieve growth and company goals.</li> <li>• Giving strategic direction and support to the indirect team, solution sales specialist’s to support the Trade Partner’s sales force and the customers by developing, implementing and executing the departmental commercial and operational plan.</li> <li>• Managing customer situations and designs strategies necessary to maximize customer satisfaction.</li> <li>• Advising Trade Partners, business customers on solutions and general business.</li> </ul>
<b>All Terrain Services Group of Companies</b>	<b>May 2016 – Aug 2016</b>	<b>Tanzania – Dar Es Salaam</b>	<p><b>Country Business Development Manger–</b></p> <ul style="list-style-type: none"> <li>• Formulating financial budgets for the operations in conjunction with the Group budgets team including a monthly income &amp; expenditure budget.</li> <li>• Evaluation of the budgets against performance on a monthly basis and reporting any significant variances.</li> <li>• Internal audit functions to ensure proper book keeping &amp; reporting</li> <li>• Ensuring that all statutory and legal requirements with regards to budgets &amp; contracts management are met at all times.</li> <li>• Ensuring that ATS works within the contractual agreements &amp; performs within the contracts.</li> <li>• Supporting ATS consultants and resource personnel in the projects with all logistical requirements that they may require to fulfill ATS contractual agreements</li> <li>• Ensuring all invoices are presented correctly to the clients in a timely manner &amp; in the correct format.</li> <li>• Training of staff and ensuring continuous training is carried out on all staff who reported to me. This was in line with the overall objectives of ATS, and all training were documented.</li> <li>• Responsible for getting new business &amp; maintaining existing</li> </ul>

			<p>contracts at a profitable rate to ATS.</p> <ul style="list-style-type: none"> <li>• Ensure that all ATS Group health and safety policies and procedures are adhered to within my area of operations.</li> <li>• Responsible for ATS public relations with the clients, client's employees, visitors, suppliers, subcontractors and investors. ATS Management was desirous to maintain a good relationship with its employees and this also needed to be taken into account.</li> </ul>
<b>Mobisol Uk Limited MySol</b>	<b>2015 – May 2016</b>	<b>Geita and Mwanza Regions</b>	<p><b>Sales Coordinator –</b></p> <ul style="list-style-type: none"> <li>• Supervising a network of Sales Agents in the assigned region and acted as the first level of escalations to resolve all Sales Agents' issues through regular feedback, one-to-one sessions</li> <li>• Monitoring the performance of Sales Agent through regular field visits (at least once a month) and complete the Sales Agent Monitoring Profile</li> <li>• Supervising and monitoring Information Centre(IC) with SA license: Point 1 and 2 applies</li> <li>• Facilitating, re-certification process in collaboration with MAKIE (Mobisol Academy)</li> <li>• Preparing weekly and monthly action plan – using the standardized format</li> <li>• Preparing monthly Market Hub meetings with the attached Sales Agent</li> </ul>
<b>Ongeza Tanzania Limited</b>	<b>Oct 2013 – May 2015</b>	<b>Iramba - Singida</b>	<p><b>District Sales Team Leader –</b></p> <ul style="list-style-type: none"> <li>• Monitoring of sales process and reporting of issues to continuously improve sales.</li> <li>• Identifying coaching needs per individual Sales Officer and delivering coaching sessions accordingly.</li> <li>• Providing effective coaching sessions by phone and by regular travel to Sale Officer's ward.</li> <li>• Analyzing Sales Officer's performance and work record reports on a daily bases.</li> <li>• Ensuring Sales Officer's complete all sales by depositing money in to the company account.</li> <li>• Delivering, monitoring and auditing of products and stock levels (Procurement).</li> <li>• Encouraging Sales Officers to meet their targets and sharing lessons learnt.</li> <li>• Representing the values, mission and vision of the company.</li> </ul>
<b>Millicom International cellular – YAS</b>	<b>Sep 2009 - Sep 2013</b>	<b>Mwanza, Kigoma, Kageara &amp; Mara Regions</b>	<p><b>Administrative Controller &amp; Acting Regional Sales Manager –</b></p> <ul style="list-style-type: none"> <li>• Coordinating direct sales team and implementation of sales and marketing strategies.</li> <li>• Coordinating and conducting training to the sales teams</li> <li>• Actively seeking innovative means to capture new customers and retaining existing ones.</li> <li>• Reviewing/analyzing and compiling daily, weekly and monthly sales reports within the regions.</li> <li>• Making periodic visits and ensuring implementation of the company's sales strategy.</li> <li>• Ensuring stock points are effectively utilized as per purchase targets set.</li> <li>• Monitoring and auditing dealer's sales activities</li> </ul>
<b>Bayport Financial Services</b>	<b>Aug 2008 – May 2009</b>	<b>Lake Zone – Mwanza</b>	<p><b>Loan Sales and Consultant –</b></p> <ul style="list-style-type: none"> <li>• Finding loan applicants from all over the region and helping them with loan applications/ Providing Financial Advices.</li> </ul>

## 5. OTHER PROFESSIONAL TRAININGS

Training Institution	Location	When	Course
Estina Green EA	Mbozi - Songwe	2023	Heavy Truck Driving (5 – 20 Tones
Occupational safety and Health Authority (OSHA)	Mbeya	2023	Safety and Health Representatives
<b>Capital Exporters Kenya LTD</b>	Nairobi - Kenya	2022	Cereals Sourcing, Sorting, Storage and Logistics (export) procedures
Taifa Gas Tanzania Limited	Dar es Salaam	2019	Oil and Gas Sales, Separation and Safety Measures.
Vodacom Tanzania PLC	Dar es Salaam	2017	Leadership Essentials Training
VETA Musoma	Musoma - Mara	2013	Basic Driving License
Isibania Boys High School	Isebania Kenya	2004	Basic Computer Training

## 6. ABILITY AND KEY SKILLS/TALENTS

• **Computer Skills Software;**

• Basic Computer Applications (MS Word, MS Excel, MS Publisher, MS Power Point - Advanced proficiency), Internet and Email (Advanced proficiency), Further computer applications (Intermediate proficiency)

• **Other Vested Skills/Talents;**

- Sales and Marketing skills.
- Entrepreneurship skills.
- Communication skills
- Sport and games.

Writing skills (Creative and innovative document development and designing)

- Highly efficient & effective interpersonal skills with pleasant personality and inspiring capability, with strong ability to solve organizational problems and social conflicts.
- Motor Vehicle Defensive driving skills with 11 Years experience of driving with no accident record.
- GPS Navigations skills

• **Abilities;**

- To work in dynamic environment and flexible to any situation that demands
- Task oriented and willing to advice and be advised
- To work under gender imbalances
- To work under very minimum supervision
- To deliver knowledge to different people
- to work in a cross cultural environment and learn new technologies

## 7. REFEREES

Clemence Peter Nyakiha Operations Director Estina Green EA Limited Phone: +255 766968358 Email: <a href="mailto:cleypet@gmail.com">cleypet@gmail.com</a>	Nixon Bornventure Country Mpesa Segmentation Manager Vodacom Tanzania PLC Phone: +255 754 711 238 Email: <a href="mailto:nbonaventure@vodacom.co.tz">nbonaventure@vodacom.co.tz</a>	Wesley Muyenze Regional Business Manager GLP – Sunking – Dodoma. Phone: +255 758 998 545
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I, the undersigned, hereby certify that to the best of my knowledge and belief, this profile correctly describes my qualifications, my experience and myself.



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**Julius Marwa Chacha**

