



Jonathan Jackson Lumenyela

Date of birth: 14 Oct 1975 | **Nationality:** Tanzanian | **Gender:** Male | **Phone number:**
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ABOUT ME

I am a strategic professional seeking to drive organizational growth through expertise in agribusiness development, operational efficiency, and quality assurance. My experience includes leading cross-functional teams to align regional operations with business objectives, ensuring compliance with global standards (ISO, HACCP), and reducing waste while enhancing productivity. I specialize in designing robust quality control systems that exceed industry benchmarks and foster a culture of continuous improvement. By leveraging data-driven decision-making and sustainable practices, I optimize supply chains and streamline processes for scalable, resilient outcomes. My leadership focuses on mentoring teams to deliver exceptional results, innovate with emerging technologies, and expand market reach. With a track record of cultivating stakeholder partnerships, I aim to solidify organizations as leaders in the agribusiness sector. My goal is to deliver measurable impact through strategic initiatives that elevate product quality, operational agility, and long-term competitiveness.

PERSONAL DETAILS

Martial Status

Married

Valid Travelling Passport

Yes

Valid Driving Licence

Yes

EDUCATION AND TRAINING

1 OCT 2010 – 28 NOV 2014 Morogoro, Tanzania
MASTER OF SCIENCE DEGREE IN AGRICULTURAL ECONOMICS Sokoine University of Agriculture (SUA)

Address 67118, Morogoro, Tanzania

1 OCT 1998 – 29 NOV 2002 Morogoro, Tanzania
BACHELOR OF SCIENCE DEGREE IN FOOD SCIENCE AND TECHNOLOGY Sokoine University of Agriculture (SUA)

Address 67118, Morogoro, Tanzania

1 MAY 1995 – 27 MAY 1997 Dodoma, Tanzania
ADVANCED CERTIFICATE OF SECONDARY EDUCATION (ACSSE) Mazengo High School

5 JAN 1991 – 28 NOV 1994 Tabora, Tanzania
ORDINARY CERTIFICATE OF SECONDARY SCHOOL EDUCATION (OCSSE) Tabora Boys' Secondary School

CONFERENCES AND SEMINARS

18 JUL 2013 – 19 JUL 2013 Innovative Agricultural Research Initiative (iAGRI)
Introduction to Participatory Research Methods

Training Awards Certificate on “Introduction to Participatory Research Methods” organized and funded by Innovative Agricultural Research Initiative (iAGRI), a Feed-the-Future Project supported by United States Agency for International Development (USAID)

24 APR 2012 – 25 MAY 2012 Sokoine University of Agriculture (SUA)
Strengthening Agricultural Researchers and Extension Staff

1.Training Awards Certificate on “Strengthening Agricultural Researchers and Extension Staff’s Skills for Access to, Use and Sharing of Agricultural Information Resources in Tanzania” at Sokoine University of Agriculture (SUA), Morogoro Tanzania supported by Elsevier Foundation.

WORK EXPERIENCE

1 APR 2014 – CURRENT Mwanza, Tanzania

ZONAL AGRIBUSINESS MANAGER AND QUALITY CONTROL SPECIALIST CEREALS AND OTHER PRODUCE BOARD OF TANZANIA (CPB)

- Manage the allocation and utilization of human, material, and financial resources to ensure efficient execution of agribusiness projects at the Zone level. This includes ensuring resource optimization within organizational and financial protocols. Regularly assess and adjust resource allocation to meet operational goals.
- Design and deliver training programs for farmer organizations and staff, focusing on enhancing technical knowledge, financial literacy, and sustainable agricultural practices. Aim to improve investment readiness and facilitate access to growth opportunities. Ensure participants are equipped with skills to enhance productivity and market competitiveness.
- Develop and maintain partnerships between farmers and agricultural input suppliers such as ASA, YARA, and TARI. Facilitate consistent access to quality inputs, ensuring that farmers improve their productivity and adhere to industry standards. Strengthen the agricultural value chain to boost the sector's investment potential.
- Act as a liaison between farmers and financial institutions, promoting access to credit and tailored financial solutions for agribusinesses. Provide guidance on securing funding and investment for agricultural ventures. Help improve financial inclusion and drive long-term growth for agribusinesses.
- Identify and facilitate market linkages for farmers, ensuring they have access to local and international markets for their products. Focus on enhancing business viability and ensuring profitability. This approach helps secure investment and expand market opportunities for agribusinesses.
- Lead the collection and analysis of agricultural research data using SPSS and other analytical tools. Provide insights on market trends, financial performance, and investment opportunities. Use data to inform strategic decision-making and optimize investment approaches within the agribusiness sector.
- Conduct quality inspections of cereals and processed products before purchase, processing, and market entry. Ensure compliance with national and international standards and regulations. Offer guidance on maintaining product quality, crucial for building consumer trust and attracting investment.
- Review and update the quality standards manual to reflect best practices and international benchmarks. Advise senior management on quality assurance processes, ensuring they align with market demands and investor expectations. Strengthen product consistency to increase marketability and investment appeal.
- Support the development of investment strategies for agribusiness initiatives, including financial modeling and risk assessment. Analyze market trends and identify high-potential investment opportunities. Provide recommendations to optimize the allocation of resources for sustainable growth.
- Monitor the performance of agribusiness investments, preparing reports on financial outcomes, operational efficiency, and strategic alignment. Assess investment impacts and recommend necessary adjustments to improve returns. Ensure long-term viability and scalability of agribusiness projects to attract continued investment.

Business or Sector Manufacturing | **Department** Quality Assurance | **Email** mwanza@cpb.go.tz

1 JUN 2009 – 1 MAR 2014 Morogoro, Tanzania

SENIOR AGRICULTURAL TUTOR MINISTRY OF AGRICULTURE, FOOD SECURITY AND COOPERATIVES: DEPARTMENT OF TRAINING (MATIS)

- Lead and coordinate agricultural training and extension services for diploma students and farmer groups at the NSI Agricultural Institute, focusing on sustainable practices, financial management, and modern farming techniques. Equip stakeholders with knowledge that enhances productivity and investment readiness. Foster a strong foundation for growth and market competitiveness in the agricultural sector.
- Deliver training and consultancy services to farmers' associations on agribusiness development, extension services, and marketing strategies. Provide guidance on optimizing supply chains, improving product quality, and enhancing market access. Empower associations to develop actionable business plans that align with investor expectations, increasing access to finance and ensuring long-term viability.
- Assist in forming and strengthening farmers' market associations, cooperatives, and producer groups by offering strategic advice on governance, financial management, and organizational structure. Help enhance collective bargaining power and market access, creating a favorable environment for attracting investments. Foster sustainability and scalability within these groups.
- Lead the collection and analysis of agricultural research data, using tools like SPSS to generate insights that inform investment strategies. Interpret data on market trends and investment opportunities, preparing detailed reports for decision-makers. Provide evidence-based recommendations to optimize investments within the agricultural sector.
- Conduct market research and feasibility studies to assess the viability and profitability of agribusiness investments. Analyze demand, pricing trends, and competition to provide insights for strategic market entry or expansion. Offer recommendations that help investors understand risks and returns in emerging agricultural markets.
- Evaluate potential agribusiness investments by conducting risk assessments that cover economic, environmental, and market factors. Use financial modeling to assess the feasibility and profitability of investment opportunities. Provide stakeholders with data-driven insights and recommendations to mitigate risks and maximize returns.
- Facilitate the development of strategic partnerships between farmers, agribusinesses, and financial institutions to enhance investment in agriculture. Identify synergies and connect stakeholders, helping farmers access new opportunities for growth and value-added ventures. Contribute to creating a favorable investment climate by identifying high-potential agricultural opportunities.
- Monitor and analyze agricultural policies and regulations to provide insights on their impact on investment opportunities. Advise stakeholders on compliance requirements and emerging policy trends that affect the agribusiness sector. Ensure that investments are aligned with regulatory standards and market expectations.

- Assist in the preparation of investment proposals, business plans, and funding strategies for agribusiness ventures. Work with investors to develop financial models and projections, positioning projects as attractive investment opportunities. Ensure that funding strategies are robust and aligned with long-term business sustainability.
- Continuously monitor agribusiness investment performance using key performance indicators (KPIs). Provide regular performance reports to stakeholders, offering insights into successes, challenges, and areas for improvement. Recommend strategic adjustments to optimize returns and ensure the profitability of agribusiness investments.

Business or Sector Education | **Department** NSI Agricultural Institute in Kidatu-Kilombero, Tanzania

1 SEP 2007 – 1 MAY 2009 Dar es salaam, Tanzania

CREDIT OFFICER AKIBA COMMERCIAL BANK

- Led strategic marketing efforts for micro-finance products, identifying key market segments and developing tailored campaigns. Analyzed market trends to refine product offerings, ensuring they aligned with client needs and broader business objectives. Positioned the bank's products to attract new customers and expand market share, contributing to business growth.
- Provided business and financial training to new and existing clients, focusing on financial literacy, loan management, and business growth. Developed customized training programs that empowered clients to make informed decisions, improve their financial health, and reduce the risk of loan defaults. This led to stronger client relationships and improved loan repayment rates.
- Managed the end-to-end process of loan origination and renewal, conducting credit assessments and determining loan structures. Evaluated clients' financial stability and business performance to ensure loans were suited to their needs and aligned with the bank's risk management practices. Structured loans to support both short- and long-term client business goals.
- Monitored and followed up on clients' loan repayments, ensuring timely payments through regular assessments and communication. Developed proactive systems for addressing late payments, offering solutions such as restructuring when needed. Maintained strong client relationships while safeguarding the bank's financial interests.
- Conducted specialized financial training for women's groups, youth-led businesses, and cooperatives, with a focus on financial empowerment and sustainable entrepreneurship. Designed programs to address unique challenges these groups face, such as limited access to capital and market barriers. This training facilitated better financial management and access to credit, enhancing client business growth.
- Led the monitoring and evaluation of loan repayment performance, analyzing trends and identifying risk factors within the loan portfolio. Utilized financial analysis tools to provide actionable insights and recommended strategies to mitigate risk. Regularly updated senior management on the health of the loan portfolio and potential risks.
- Conducted detailed credit assessments for loan applicants, using financial analysis techniques to evaluate risk. Provided reports to senior management on the creditworthiness of clients and offered recommendations to mitigate risk. This process ensured loans were extended to financially sound clients and aligned with the bank's risk tolerance.
- Built and maintained strong client relationships by offering continuous financial support and personalized advice. Ensured long-term engagement with clients, contributing to customer loyalty and repeat business. Fostered trust and satisfaction, which supported the bank's growth and retention strategies.
- Managed a diversified loan portfolio, regularly assessing loan performance and identifying opportunities for optimization. Provided data-driven insights to enhance the bank's revenue streams while managing exposure to financial risks. Used performance assessments to recommend adjustments for portfolio growth and risk reduction.
- Ensured full regulatory compliance throughout the loan processing and client management process. Kept up to date with the latest banking regulations and ensured that all documentation met legal requirements. Guided clients to ensure adherence to loan terms, minimizing legal and financial risks for the bank.

Business or Sector Financial and insurance activities | **Department** Loan Department

1 JUN 2005 – 1 SEP 2007 Dar es salaam, Tanzania

FIELD CREDIT MANAGER YOUTH SELF-EMPLOYMENT FOUNDATION

- Led the conceptualization, establishment, and operationalization of a microfinance institution, ensuring the design of competitive and client-centered financial products. Conducted thorough market research to assess emerging trends, customer needs, and potential risks, facilitating the development of sustainable products. Collaborated with senior management to create a strategic growth plan, incorporating effective risk management and compliance frameworks.
- Oversaw the entire loan processing cycle, from evaluation to disbursement, conducting detailed financial assessments and structuring loan products to meet clients' specific needs. Used advanced credit risk tools to assess business viability and repayment capacity, ensuring loan terms were aligned with clients' financial situations. This approach minimized defaults and optimized the performance of the loan portfolio.
- Monitored and supported post-loan disbursement activities, providing continuous guidance to ensure clients applied funds effectively for business growth. Conducted regular business reviews to assess progress and offer advice on financial strategies, operational adjustments, and risk management. This proactive engagement contributed to client success, improved loan repayment rates, and strengthened long-term partnerships.
- Developed and implemented a robust loan monitoring system to track repayments and identify potential delinquencies early. Utilized data analysis to provide timely solutions, such as loan restructuring or refinancing, to clients facing financial challenges. This meticulous approach reduced risk and maintained the financial health of the loan portfolio.
- Contributed to the preparation of the annual budget by providing insights on loan portfolio performance, market trends, and financial forecasts. Worked closely with management to ensure adequate resource allocation, balancing operational expenses and loan capital requirements for sustainable growth. This collaboration supported the institution's long-term strategic objectives and financial stability.
- Produced comprehensive monthly, quarterly, and annual reports that analyzed loan portfolio performance, repayment trends, and emerging risks. Presented findings and actionable insights to senior management, guiding strategic decisions on product innovation, risk management, and portfolio optimization. These reports were key to refining lending strategies and ensuring the institution's competitiveness in the market.

- Conducted performance evaluations of loan products, assessing repayment behavior and overall client satisfaction to recommend improvements. Collaborated with cross-functional teams to design new financial solutions that met evolving market demands and enhanced client retention. This approach resulted in an expanded market presence and more effective loan offerings.
- Fostered relationships with key stakeholders, including clients, government agencies, and industry partners, to strengthen the institution's network and expand business opportunities. Engaged in industry forums to stay informed about regulatory changes and new business prospects, facilitating partnerships that enhanced the institution's service offerings. This networking contributed to business growth and strategic development.
- Ensured full compliance with regulatory standards and internal policies throughout the loan lifecycle, safeguarding the institution's assets and reputation. Stayed current with legal changes, ensuring all financial products met regulatory requirements. Developed and maintained internal controls that mitigated risk and ensured responsible lending practices, minimizing legal and financial exposure.

● **COMMUNICATION AND INTERPERSONAL SKILLS**

Intellectual ability

Demonstrates strong analytical abilities, with the capacity to quickly assimilate, evaluate, and interpret complex data to inform decision-making. Skilled in both inductive and deductive reasoning, leveraging creative problem-solving to develop innovative solutions and sound judgments. Goal-oriented, with a high standard of integrity, consistently delivering results through original thinking and strategic focus. Possesses excellent interpersonal skills, adept at engaging with diverse client profiles and managing challenging situations with professionalism, humility, and a balanced approach.

Emotional Maturity

Exhibits exceptional emotional stability and resilience under pressure, maintaining poise and composure while making objective, well-considered decisions. Demonstrates strong self-control in all situations, ensuring consistent professionalism and clear-headedness. Upholds the highest standards of integrity, transparency, and ethical conduct, inspiring trust and confidence. Possesses excellent interpersonal skills, engaging effectively with diverse groups of people while maintaining professionalism and fostering collaborative relationships.

● **LANGUAGE SKILLS**

Mother tongue(s): **SWAHILI**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	B2	B2	C1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DRIVING LICENCE**

Driving Licence: A2 | 17 Nov 2017 – 20 Jan 2026

Driving Licence: B1

Driving Licence: B | 6 Aug 2020 – 20 Jan 2026

Driving Licence: BE | 6 Aug 2020 – 20 Jan 2026

● **HOBBIES AND INTERESTS**

Exercise

I enjoy a mix of running, pushups, and yoga as part of my exercise routine. Running improves my endurance, pushups strengthen my muscles, and yoga enhances my flexibility while helping manage stress. This combination keeps me physically fit, mentally relaxed, and balanced overall.

Travelling around the world

Traveling around the world allows me to explore new cultures, cuisines, and landscapes, broadening my perspective. It offers unique experiences that connect me with diverse people and enrich my personal growth. Each journey leaves me with valuable memories and a deeper understanding of the world.

Listening to Audiobooks

Listening to audiobooks allows me to engage with intellectually enriching content, such as business and personal development, to stay informed and expand my knowledge. It supports my professional growth by enhancing my strategic thinking and communication skills. This habit provides a valuable opportunity for continuous learning and development.

Watching Documentaries and History

Watching documentaries on history and current affairs enhances my understanding of global issues and strengthens my analytical skills. It helps me evaluate historical events and their impact, which informs my data analysis and decision-making. This hobby sharpens my critical thinking and contributes to my professional growth in strategic analysis.

REFEREES

Mr Mgonzo Dunia Ally - Trees for the Future

Country Trainer
mgonzo.ally@treesforthefuture.org
+255 758 964 171
Tabora

Mr Deogratias Pamphili Chubwa - Agriculture SNV Netherlands-Tanzania

Country Program Manager
dchubwa@yahoo.com
+255 767 517 521
Mbeya

Mr Yunus Adam Mssika - Cereals and Other Produce Board of Tanzania (CPB)

Zonal Manager
yunus.mssika@cpb.go.tz
+255 784 362 943
Mwanza

I, Jonathan Jackson Lumenyela, hereby affirm that the information provided in this curriculum vitae is accurate and complete to the best of my knowledge. I authorize the verification of all details contained herein and consent to any necessary checks to validate the accuracy of the information provided. Additionally, I am fully committed to upholding the highest standards of professionalism and integrity throughout the recruitment process and beyond.

Declaration , 14 Nov 2024



Jonathan Jackson
Lumenyela