



Professional Summary

Dynamic, entrepreneurial sales management strategist who is achievement oriented and able to work under pressure; a team player who is also able to work at own initiative. Exceptional mentor and coach, Tenacious in building new business, securing customer loyalty and forging strong relationships with external business partners

MAXMILIAN R. MSACKY

Religion: Christian-Roman Catholic

Gender: Male

Nationality: Tanzanian

Date of Birth: 28th August, 1989

Marital Status: Married

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Phone: +255 735 555 888

Inter-Personal skills

- Team player
- Self-Confident
- Work under minimal supervision
- Work under pressure & meet deadlines
- Communication skills
- Facilitation skills
- Problem solving skills
- Service-focused

Computer Application

- Microsoft Teams
- Microsoft Office
- Sage system
- Insurance Validation System
- Outlook
- E-mail & Internet

Languages

- English
- Swahili

Referees

Cosmass Patrick -0767094080
Head of Sales & Marketing – DAR CERAMICA CENTER

Allan Chonjo -0782350010
Commercial Manager – GSM GROUP OF COMPANIES

Henrich – 0759172869 Country
Manager – Emirates Aluminium.

Experience

15th December, 2021 to Date

DAR CERAMICA CENTRE (2001) LTD | HEAD OFFICE - BRANCH MANAGER

Strategic Sales Planning / Market Expansion / Relationship Management

Core competencies include:

- Strategic Sales Management
- Territory Growth/Development
- Key Client Retention
- Solution Selling Strategies
- Team Building

20th April, 2016 to 31st November 2021

GSM GROUP OF COMPANIES | MBEYA - REGIONAL SALES MANAGER

- Accomplishes regional sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees in assigned districts; communicating job expectations; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation actions; enforcing policies and procedures.
- Implements trade promotions by publishing, tracking, and evaluating trade spending
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks.

1st April, 2013 to 31st March, 2016

GOODWILL CERAMIC CO. LTD | AREA SALES MANAGER (DODOMA&SINGIDA)

- Managing, training, and providing overall guidance to the sales team of an assigned territory.
- Setting reasonable sales targets to be achieved by the sales team.
- Monitoring the performance of the sales team and motivating members to meet or exceed sales targets.
- Collecting customer feedback and providing updates to senior management.
- Traveling to potential and existing customers within an assigned sales area to present company offerings and build brand awareness.
- Utilizing outbound telephone calls, email communications, and face-to-face meetings with customers to close sales.

31st July, 2009 to 31st March, 2012

SUNDA INTERNATIONAL CO. LTD | SALES SUPERVISOR (FMCG)

- Critically reviews and analyzes key aspects of the business for corrective and preventive measures for the assigned Area(s).
- Responsible for sales, Distribution, Quality activation and customer service execution
- Retain and renew bookkeeping systems, database and records
- Provides tactical assistance, guidance and/or coaching to SDs sales force

01ST October, 2008 to 21st July, 2009

TIFFO GLOBAL MART (TANZANIA) LTD | UPCOUNTRY MARKETING OFFICER

- Responsible for increasing the distribution spread by appointing new dealers, distributors and retailers.
- Channel sales management
- He will also be preparing and sending various reports to the branch office
- Maintain quarterly and annually sales figure of assigned territory.
- Preparing renewal contracts and quotes for existing client
- Providing detailed updates on marketing activities of competitors

Education

Bachelor Degree of Business Administration (Marketing Management) Mzumbe University , Dodoma Campus) 2005 – 2007