

Curriculum Vitae

SAMWEL HIZZA

Country of Origin: Tanzania

Gender: Male

Date of Birth: 1991

Email: samwelhizza@gmail.com

Phone: +255 714-835 399 / +255 629-206 918

Linguistic Proficiency: English (Fluent) & Kiswahili (Native)

PROFESSIONAL SUMMARY

I am well versed, self-motivated, hardworking, and result oriented person expertise in Economic development, Project management, Business development, Marketing, Planning & Organizing, Monitoring & Evaluation with a background in Agricultural Economics & Agribusiness.

Passionate about agricultural development and supporting entrepreneurial individuals and organized groups on social and economic development particularly in the areas of project management, agribusiness, resource mobilization, enterprising, skills development and business management.

Wide experience in designing, planning, coordinating, implementing, monitoring and reporting of programs activities acquired through working with various Agricultural Development Projects. Also, have working knowledge of agriculture value chains, agribusiness finance, and climate smart agriculture, as well as the experience of partnering with multiple stakeholders.

Endowed with analytical and problem-solving skills, excellent communication skills, enjoying facing challenges and see them through. A good team player, positive minded, with higher flexibility and able to work independently/under minimum supervision.

COMPETENCY MATRIX

- | | |
|---|--|
| ≈ Project planning, coordination, execution & reporting | ≈ Working knowledge of monitoring & evaluation matrix |
| ≈ Agribusiness & Entrepreneurship development skills | ≈ Stakeholder identification, sensitization, & engagement skills |
| ≈ Grains quality assessment & management skills | ≈ Proven ability in farmers engagement, training, & capacity building |
| ≈ Market research & Market development skills | ≈ Assertive leadership with positive thinking |
| ≈ Stakeholder Relationships Management skills | ≈ Ability to work well under pressure, meet tight deadline & multi-tasking |
| ≈ Agriculture value chain analysis & development skills | ≈ A quick learner, able to adapt to new and/or changing environments |

SCHOLASTIC CREDENTIALS

- ≈ Bachelor of Science in Agricultural Economics and Agribusiness from Sokoine University of Agriculture (SUA), Morogoro - Tanzania, "2010 – 2013"
- ≈ Advanced Certificate of Secondary Education (ACSE) from Moshi Secondary School, Kilimanjaro – Tanzania, "2008 – 2010"
- ≈ Certificate of Secondary Education (CSE) from Galanos Secondary School, Tanga - Tanzania, "2004 – 2007"

PROFESSIONAL EXPERIENCE

Field Officer

Eastern Africa Grain Council (EAGC) | Iringa, Njombe & Ruvuma Regions, Tanzania | April, 2024 – To date.

- ≈ Oversee planning, coordination, implementation and monitoring of project activities in Iringa, Njombe & Ruvuma Regions.
- ≈ Preparation of Work Plans and Budgets, and developing regular and timely reports.
- ≈ Coordinate linkages with Local Government Authorities, Community, Strategic Partners and Donors.
- ≈ Identify, mobilize and strengthen potential farmers/farmer groups to access and use technology to improve grain production, quality of produce and structured trade practices.
- ≈ Support farmer groups and SMEs to access customized financial products to facilitate grain production and trade.
- ≈ Design, develop and implement creative partnership and approaches to increase access to market by project beneficiaries
- ≈ Develop, strengthen and support Market Linkages – Value chain analysis & development, Organize Buyer-Seller forums at group/cluster level; facilitate trade negotiations, signing of forward contracts, and follow-up to ensure trade actualization.
- ≈ Organize and conduct field visits for capacity building/training to smallholder farmers; Structured Trade System, Group dynamics, GAP, Climate Smart Agriculture, Financial skills, PHM & Aflatoxin control, Warehouse operations management.
- ≈ Conduct SMEs Business Development Services including mentorship and coaching.
- ≈ Designing of Monitoring and Evaluation frameworks for data collection (tracking indicators performance against targets).

Curriculum Vitae

- ≈ Coordinate regular implementation of Monitoring and Evaluation activities as per the organization's schedule; data collection, data quality assessment, mid-term/end-term reviews, impact assessment, documenting success stories, profiling & maintain an up-to-date record of all farmers, farmer groups, aggregation centers, warehouses & stakeholders.
- ≈ Membership Recruitment and Retention. Profile existing members and keep track of their needs and specific interests in EAGC and ensure membership satisfaction (follow up to ensure prompt response to members' complaints and enquiries).
- ≈ Support administration of surveys among members and other stakeholders aimed at identifying the policy gaps that need to be addressed for the effectiveness of structured grain trading in the region.

Loan Recovery Officer

B-Ai Gee Finance Limited | P.O. Box 34210, Dar es Salaam, Tanzania | October, 2021 – March, 2024.

- ≈ To scrutinize and strategize on how best the poor performing loans can be recovered; research, develop and implement new/improved strategies on loan recovery to reduce the volume of non-performing loans.
- ≈ Conduct credit risk assessment and ensure compliance; review customers' credit applications, checking the check list, and conduct field visits at client's business/office and residence for physical verification and assessment of business/collateral.
- ≈ Carry out close and regular follow up to defaulting customers through physical visits and phone calls to recover over-dues.
- ≈ Respond to customer's complaints/inquiries and ensure development of good customer relationship.
- ≈ Responsible for promoting/marketing the company's loan products (Customers recruitment).

Volunteer (Trade Facilitator)

INTERNATIONAL TANGRAINS LTD | P.O. Box 1752, Morogoro, Tanzania | June, 2021 – October 2021.

- ≈ Support supply chain for grains trading in Southern Highlands; Create and manage relationship with reliable suppliers.
- ≈ Liaise with edible oil millers to aggregate seed cakes (sunflower, soy meal etc.) and ensure proper and timely delivery.
- ≈ Mobilize farmers groups to sell collectively. Conduct field inspection on grain quality and quantity to support delivery of high-quality and appropriate quantity of grains and grains products to designated warehouses.
- ≈ Ensure all payments are paid on time. Also ensure all government taxes and levies are paid accordingly.

Volunteer

TAPBDS Company Limited – Iringa Office | P.O. Box 31685, Dar es Salaam, Tanzania | November, 2020 – July, 2021.

- ≈ Assist in organizing trainings for SMEs; entrepreneurship, financial management, and records keeping.
- ≈ Assist in supporting SMEs on developing business plans for improving their business operations.
- ≈ Assist in linking retail agro-dealers with the hub agro-dealers for easy access of inputs consignments.

Programs Officer

Eastern Africa Grain Council (EAGC) | P.O. Box 33619, Dar es Salaam, Tanzania | October 15, 2018 – October 14, 2020

- ≈ Responsible for planning, coordinating, implementing and monitoring of projects activities in Southern Highlands Regions.
- ≈ Preparation of Work Plans and Budgets, and developing regular and timely reports.
- ≈ Coordinate linkages with Local Government Authorities, Community, Strategic Partners and Donors.
- ≈ Mobilization/Formation and Profiling of farmer groups. Identification and engagement of other potential stakeholders.
- ≈ Design, develop and implement creative partnership and approaches to increase access to market by smallholder farmers.
- ≈ Develop, strengthen and support Market Linkages; Organize Buyer-Seller forums at group and cluster level.
- ≈ Facilitate the beneficiary FOs to access market information and emphasize/support them on collective aggregation and marketing of their produces (Maize, Beans and Soybeans value chains).
- ≈ Coordinate regular implementation of Monitoring and Evaluation activities as per the organization's schedule; data collection, term reviews, impact assessment, documenting success stories and learning to inform project progress.
- ≈ Data management by ensuring; proper filing system, data backup system, data confidentiality, source documents well organize & in place, and consistence of data reported.
- ≈ Organize and conduct field visits for capacity building/training to smallholder farmers and other key value chains actors.
- ≈ Membership Recruitment and Retention. Profile existing and new members and ensure membership satisfaction.
- ≈ Supervise Market Monitors to ensure timely reporting and quality market data entered into Market Information System (RATIN) so as to facilitate stakeholders' access to reliable market information.
- ≈ Facilitated market linkages to FOs in Iringa, Njombe and Ruvuma Regions; selling more than 53,139MT of Maize, 9,785MT of Beans and 5,430MT of Soybeans to various off-takers/processors.
- ≈ Facilitated linkage of 3 smallholder farmers' organization (258 farmers) from Iringa DC to access inputs-loan directly from a local processor who they agreed to pay after harvest and thus they are assured of market and the process sustainability.

Curriculum Vitae

Portfolio Quality Manager

Akiba Commercial Bank Plc. (ACB) | P.O. Box 669, Dar es Salaam, Tanzania | April, 2018 to October 12, 2018

- ≈ Responsible for promoting/marketing the bank's products and services (Customers recruitment).
- ≈ Responsible for conducting regular follow ups to the defaulting customers to recover the amount into arrears.
- ≈ Assessment of the defaulting customer's character; willingness to pay, capacity to pay, the business status and suggest the appropriate strategy/measure to be taken (i.e. loan restructuring, soft recovery, hard recovery).
- ≈ Respond to customer's complaints/inquiries and ensure development of good customer relationship.

Branch Manager - Project Management

Litenga Holding Ltd | P.O. Box 750, Songea- Ruvuma, Tanzania | January 13, 2016 to March, 2018

- ≈ Responsible for overseeing branch personnel, and supervising branch operations on a day-to-day basis.
- ≈ Planning, Coordination, implementing and monitoring of MIVARF project activities (Market Infrastructure, Value Addition and Rural Finance Support Programme) under PEMPL sub-component (Producers Empowerment and Market Linkages).
- ≈ Technical and financial reports writing and preparation of work plans and budgets for the undertaken projects at Songea.
- ≈ Take a lead role in community mobilization for awareness creation about the project and community engagement.
- ≈ Designing of Monitoring and Evaluation frameworks for data collection (tracking indicators performance against targets).
- ≈ Coordinate regular monitoring and evaluation of project implementation progress to ensure achievement of the intended results and program sustainability.
- ≈ Conducting value chains analysis to identify strategic partners and develop appropriate synergies.
- ≈ Market Development and Linkage; link beneficiary smallholder farmers' groups to potential inputs and outputs markets.
- ≈ Organize and conduct field visits for capacity building and training to beneficiary smallholder farmers.
- ≈ Attend partners/stakeholders' meetings and forums on behalf of the organization and report on the same.
- ≈ Facilitated 39 farmers' groups (1072 farmers) to access agri-loans from Akiba Commercial Bank (ACB); linkage with PASS Trust for business plan development and credit guarantee, Identify and quantify inputs needs, Link farmers to potential inputs suppliers, and supervise inputs distribution to respective farmers' groups.
- ≈ Facilitated the promotion of increase in average productivity per acre of maize; from 7-10 bags/acre to 15-25 bags/acre.
- ≈ Linked farmers to profitable markets selling more than 20,000 MTS of maize.

Agribusiness Development Officer

Litenga Holding Ltd | P.O. Box 750, Songea - Ruvuma, Tanzania | December, 2014 to January 12, 2016

- ≈ Planning, implementing, monitoring and reporting of MIVARF project activities.
- ≈ Mobilization/formation of smallholder farmers' groups, and facilitate groups development and legal registration.
- ≈ Organize and conduct field visits for capacity building and training to beneficiary smallholder farmers; Group dynamics, Farming as business, Good agricultural practices, Post-harvest management, Value addition, Marketing, Financial literacy.
- ≈ Market Development and Linkage; link beneficiary smallholder farmers' groups to potential inputs and outputs markets.
- ≈ Maintaining and updating groups' profiles of the beneficiary smallholder farmers groups.
- ≈ Documentation of lessons learned and success stories during the program implementation.

Lead Generator

Barclays Bank Tanzania Ltd | Retail Sales Department | Dar es Salaam, Tanzania | Feb, 2014 to Nov, 2014

- ≈ Responsible for promoting/marketing the bank's products and services (Customers recruitment).
- ≈ Attend presentations to loan facility scheme on the Bank consumer products, as assigned by the Bank.
- ≈ Inform customers of the set requirements, security documentation, processes and procedures that pertain to accounts opening and loan applications.
- ≈ Making loan calculations for clients to determine the amounts they qualify, to encourage/facilitate their decisions.
- ≈ Assist customers with completing application forms for the Bank's products; opening accounts and loan products.
- ≈ Verifying customers' details (CDD and KYC), and also respond to customer's complaints and enquiries.
- ≈ Prepare sales report on daily basis, for verifying the loans approved and booked or accounts opened.

Sales Consultant

Tunakopesha Limited | Upanga Branch | Dar es Salaam, Tanzania | November, 2013 to January, 2014

- ≈ Responsible for promoting/marketing Tunakopesha Ltd products and services (Customers recruitment).
- ≈ Making loans calculations for clients to determine the amounts they qualify.
- ≈ Assist customers with completing loan application forms, and submit them to branch.
- ≈ Making follow-ups to verify the customer's employment details.

Curriculum Vitae

OTHER PROFESSIONAL TRAININGS/WORKSHOPS

- ≈ **Training course on Lending Products and Group Lending**; organized by The Tanzania Institute of Bankers (TIOB) in collaboration with Tanzania Association of Microfinance Institutions (TAMFI) from 30th – 3^{1st} March 2023 in Dar es Salaam.
- ≈ Successfully completed 4 weeks online course on “**Fundamentals of Project Planning and Management by University of Virginia through Coursera**. Certificate earned on February 21, 2018.”
- ≈ I attended the “**STRATEGIC BUSINESS PLANNING TRAINING PROGRAM**” aimed to build participants’ capacity on developing strategic business plans. Training conducted by Eastern Africa Grain Council (EAGC) in collaboration with Keystone Agribusiness Consultant; Facilitated by Global Community. Held on **25th – 27th September, 2017** in Songea.
- ≈ **Field Practical Training at Temeke Municipal Council-Dar es salaam: Planning and Statistics department (July-Sept, 2012)**; Assisting preparation of quarterly financial report for development programs, Assisting in surveying the established development programs to assess their progress, Assisting in the preparation of progress reports and action plans.

COMPUTER PROFICIENCY

- ≈ Conversant with MS-Office (Microsoft word, excel, power point, publisher, Outlook, teams), SPSS, Internet and email

REFERENCE

Mr. Kimwaga Mhando,
Senior Program Officer–Agribusiness &
Private Sector Engagement,
GLOBAL CENTER ON ADAPTATION.
Dar es Salaam – Tanzania.
Mobile: +255 712 453 493
E-mail: kim_mhando@yahoo.co.uk

Mr. Deogratius Massawe,
Credit Manager,
B-Ai GEE FINANCE LIMITED.
P.O. Box 34210,
Dar es Salaam – Tanzania.
Mobile: +255 717 204 198
E-mail: dignace4@gmail.com

Mr. Joshua Mhando,
Development Planning & Liaison Officer,
TANZANIA SUGAR BOARD.
P.O. Box 4355,
Dar es Salaam – Tanzania.
Mobile: +255 713 610 642
E-mail: jchmhando@live.com