

Objective	<p>Experienced Sales and Procurement Professional with over 5 years of progressive experience in Field sales, Marketing, client relationship management and Procurement support. Demonstrated ability to grow customer bases, increase Revenue and support organizational goals through strategic outreach and efficient operations. Committed to excellence, performance and Continuous growth.</p>
Experience	<div><div>WADSWORTH DISTRIBUTOR LTD</div><div>SALES OFFICER<div>FEBRUARY 2024 - UP TO DATE</div></div><ul style="list-style-type: none">•Market Research and Analysis to identify new business opportunities and trends.•Collaborating with cross-functional teams to optimize products distribution and Customer satisfaction.•Developing and Maintaining strong relationship with key retail and wholesale clients.•Handling Customers Complaints and Issues.•Prepare Weekly Performance reports and Sales forecasts For Management.•Consistently meet and exceed sales targets and reporting KPIs.</div> <div><div>MARKETFORCE TECHNOLOGY COMPANY</div><div>MARKETING AND SALES AGENT<div>APRIL 2023 - NOVEMBER 2023</div></div><ul style="list-style-type: none">•Recruited and Trained over 120 retail clients and 80 Wholesalers on digital Ordering Platforms.•Provided daily sales updates and Market feedback to Regional supervisor.•Travel throughout the assigned sales territory visiting customers while consistently Meeting Sales quotas..•Executed field marketing strategies and sales campaigns to drive Company brand awareness.•Maintaining Customers and Company relationship.</div> <div><div>WASOKO COMPANY LTD</div><div>FIELD SALES REPRESENTATIVE<div>JANUARY 2021 - MARCH 2023</div></div><ul style="list-style-type: none">•Spearhead Sales initiatives leading to a 70% increase in client acquisition over 12 months.•Processed and tracked Customer orders via Mobile-based sales platform.•Delivered sales pitches and provided after-sales service to maintain client satisfaction.•Attended regular meetings and seminars to enhance the knowledge in selling.•Monitor Company's industry competitors and market condition.•Customers relationship Management.</div> <div><div>SEKOU TOURE REGIONAL REFERRAL HOSPITAL AT MWANZA</div><div>PROCUREMENT ASSISTANT (FIELD PRACTICE)<div>FEBRUARY 2019 - APRIL 2019</div></div><ul style="list-style-type: none">•Supported the procurement team in vendor selection and purchase order preparation.•Assisted in inventory tracking and reconciliation of medical supplies.•Participated in vendor evaluation and contract documentation.•Gained hands on experience in public sector procurement compliance.</div>

Education

Moshi Co-operative University

Bachelor Degree of Arts in Procurement and Supply Management - **3.7**

2020

Mkuu High School

Advanced Certificate of Secondary Education Examination (ACSEE) - **Division 2**

2017

Chamriho Secondary School

Certificate of Secondary Education Examination (CSEE) - **Credit**

2014

Skills

Sales Strategy and Field Execution

- Customer Relationship Management
- Procurement and Inventory Support
- Market Research and Reporting
- Communication and Interpersonal Skills
- Ms office,CRM systems and Mobile Sales Tool.

Reference

Amir Said Nongani - Human Resources Specialist

SUMET TECHNOLOGY COMPANY LTD

amirnongani@gmail.com

0789 605 417

Mr Job Mwakibinga - Regional Sales Manager

Pepsi Company LTD

jobmwaki1@gmail.com

0756 003 504

Language

English - Fluent

Swahili - Native