



# Lucy Lewis Mlaponi

Business Development Manager - Retail Finance

## About me

I am Lucy Lewis Mlaponi, an experienced Retail Finance Manager. Supervised the Retail Finance team while oversee the business development of products through loan financing by bank partners to our customers all over the country. Made sure that we met the bank partner retail target country wise. Meeting bank officials and making sure that they are satisfied with all the services that they get from us. In summary, this role contributes to the growth of the revenue of an organization.

## Education

October 2010-July 2013  
ST. AUGUSTINE UNIVERSITY OF TANZANIA  
*Bachelor of Arts in Public Relations and Marketing.*

## Hobbies

- ❖ Travelling
- ❖ Reading books
- ❖ Working in a team
- ❖ Surfing on internet



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Dar es salaam



[lucylewy25@gmail.com](mailto:lucylewy25@gmail.com)



P.O. Box, 459

## Skills

- Time management
- Attention to details
- Data entry
- Problem-solving
- Communication
- Domain knowledge

## Software

- Microsoft Excel
- Microsoft word
- Power point
- Outlook
- Salesforce
- WordPress

## Experience

June 2024 to Present

Car & General Trading Ltd

Business Development Manager - Retail Finance

- ❖ Supervise the Retail Finance Team
- ❖ Coordinate business with bank partners all over the country.
- ❖ Travel to upcountry bank branches to conduct educational meetings to bank customers.
- ❖ Conduct meeting with Boda boda association leaders regions to assist with giving letters to members to take loans of our products.
- ❖ Conducts pitch tent activities in different regions to educate customers of our products and loan opportunities.
- ❖ Conduct load test activities in regions to show the strength of our products.
- ❖ Communicate with loan officers on documents needed for double registration of vehicles.

Oct 2020 to June 2024

AUTOMAN INTERNATIONAL LTD

Sales & Marketing Supervisor

- ❖ Drive to different regions to identify sales opportunities for our products
- ❖ Supervisor sales teams and making sure that the monthly target is reached.
- ❖ Assist in closing big sales deals for the customers
- ❖ Solve all the challenges that the customers and staff teams meet and manage delivery of equipment to customer's sites.

Sept 2013 - Oct 2020

AKIBA COMMERCIAL BANK

Bank Operation Officer

- ❖ Receiving cash and cheque from customer and depositing to respective account, paying cash to customer against duly filled withdraw form, Withdraw cash from strong room when they are ready and to prepare pin report at the end of each month.
- ❖ Reporting to supervisor or security officer any risk suspicious in a bank hall

## Referees

**Name:** Mr. David Chacha

**Employer:** Drive Demand LTD

**Position:** Marketing Manager

**Address:** P.O Box 9905 Dar es salaam

**Mobile:** +255 758 268421

**E-mail:**

deo.chacha@drive.demand.com

**Name:** Mr. Kehengu Mwema

**Employer:** Bank of Tanzania

**Position:** Marketing Manager

**Address:** BOA Tz P.O. Box ,474 Dar es salaam

**Mobile:** +255 714 749677

**E-mail:**

kehengumwema@boatz.com

**Name:** Mrs. Florida Mziray

**Employer:** Akiba Commercial

**Bank Position:** Supervisor

**Address:** Akiba Commercial Bank P.O.Box 665 Dar es salaam

**Mobile:** +255 656 345 922

**E-mail:**

florida.mziray@acbtz.com

