



ARIF NASSORO

Business Development Manager

CONTACT

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EDUCATION

**Tumaini University Dar es Salaam
College (TUDARCO)**

MBA in Banking and Finance
2023 - 2025

**The Institute of Finance Management
(IFM)**

Bachelor of Banking and Finance
2018 - 2021

Tanzania Institute of Bankers (TIOB)
**Professional Certificate in Islamic
Banking**

05th August 2021

Corporate Finance Institute (CFI)

**Introduction to Business
Intelligence.**

**Excel Fundamentals - Formulas for
Finance.**

05th August 2021

SKILLS & KNOWLEDGE

Banking Operations	██████████
Excellent communication and interpersonal skills	██████████
Strategic market analysis	██████████
Analytical Skills	██████████
Exceptional MS-Excel	██████████
Leadership skills	██████████
Finance Acumen	██████████
Risk management	██████████
Strategic relationship management	██████████

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER | NOV 2023 - PRESENT **JKN SUPPLIES (LTD) TANZANIA**

As a Business Development Manager in the oil and gas industry specializing in B2B fuel and lubricants, I have driven business growth through strategic market analysis, identifying trends and competitive landscapes. My responsibilities include building and maintaining strong client relationships, developing and executing targeted sales strategies to expand our market share, and collaborating with technical teams for innovative product development. I focus on enhancing customer satisfaction and fostering long-term partnerships to ensure sustained revenue growth.

ASSISTANT BRANCH MANAGER | JAN 2022 - OCT 2023 **WATU CREDIT (LTD) TANZANIA**

As an Assistant Branch Manager my job purpose is to ensure that the branch follows safety, health and business laws, policies, procedures & regulations, fraud prevention and management, review, challenge and influence various branch lending growth strategies with a balanced risk approach, to ensure loss rates are within approved levels, developing and implementing branch lending analytics, credit policies, scoring, reports and end-to-end monitoring of credit operations.

ASSET FINANCE OFFICER | AUG 2021 - DEC 2021 **WATU CREDIT (LTD) TANZANIA**

As Asset Finance Officer at Watu Credit Limited my job purpose was to screen loan requests, prepare loan applications, evaluating client's financial information, assessing risk ratios, offering best suitable product configuration, and presenting approved or rejected loans. Being at this role made me be more familiar and competent in credit operations, communications, negotiations, credit policies & regulations.

STATION BRANCH MANAGER | AUGUST 2020 - JULY 2021 **SIMBA OIL (LTD) TANZANIA**

Manage all operations of the station such as, control pump attendant reporting time and creating schedule of their shifts, to file and make follow ups of all permits documents of the station and to close all daily sales reports timely

HONOURS & AWARDS

**Certificate of employee of the month, Watu Credit LTD
Tanzania, July 2022.**

**Higher Education Student Scholarship - National Bank of
Commerce (NBC), 2018 - 2021.**

**Excellent Customer Service, Watu Credit LTD Tanzania,
October 2022.**

REFERENCES

Dr.Lilian Nyamizi
IFM / Lecturer
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WATU / Manager
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