

MILTON HERMAN NKABE

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Nationality: Tanzanian | Languages: English & Swahili | Date of Birth: 17 November 2000

PROFESSIONAL TITLE

Procurement, Logistics & Sales Strategist

PROFESSIONAL SUMMARY

A highly driven and results-oriented professional with a well-rounded expertise in procurement, logistics, and sales and marketing. Skilled at developing and implementing market-driven procurement strategies that optimize supply chain performance, reduce costs, and align with evolving business goals. Proven ability to leverage strategic marketing insights in logistics management and supply chain planning to improve customer satisfaction, market responsiveness, and overall business growth. Known for blending logistical precision with customer-focused sales strategies to drive competitive advantage.

EDUCATION

Bachelor's Degree in Procurement & Logistics Management

Tanzania Institute of Accountancy (TIA), Dar es Salaam | 2021 – 2024

Relevant coursework: Supply Chain Strategy, Logistics Marketing, Procurement Planning, International Trade.

Advanced Certificate of Secondary Education (ACSE)

Kigoma High School | 2019 – 2021

Certificate of Secondary Education (CSE)

Mwilavya Secondary School, Kigoma | 2015 – 2018

PROFESSIONAL EXPERIENCE

Procurement & Logistics Officer

Nkabe General Supply, Kasulu | July 2024 – Present

- Developed and executed procurement strategies based on in-depth market analysis, improving supplier relationships and market agility.
- Spearheaded inventory management and logistics planning to match product availability with demand forecasts, improving supply chain efficiency.
- Reduced procurement costs by 12% through market analysis and effective negotiation with vendors.
- Provided strategic support to sales operations by aligning procurement schedules with customer demand, promotional activities, and seasonal trends.
- Collaborated with sales teams to ensure timely and cost-effective delivery of products that meet market requirements.
- Conducted supplier performance evaluations, adjusting strategies to enhance market positioning and reduce risk.

Procurement & Logistics Intern

Ilala Municipal Council, Dar es Salaam | July 2023 – October 2023

- Contributed to strategic procurement planning and vendor selection based on market dynamics and project needs.
- Assisted in the preparation of logistics plans that ensured timely clearance and delivery of materials for municipal projects.
- Conducted market research to identify reliable vendors and reduce procurement risks.
- Supported the preparation of performance reports, incorporating market analysis to evaluate the impact of procurement strategies.

KEY ACHIEVEMENTS

- Developed procurement strategies that incorporated market price fluctuations, resulting in a 15% cost saving.
- Designed a logistics strategy that enhanced delivery punctuality by 20% through improved coordination and scheduling.
- Introduced data-driven stock forecasting methods, ensuring better alignment with customer demand and sales projections.
- Enhanced customer engagement by aligning procurement and logistics efforts with ongoing marketing campaigns and promotions.

TECHNICAL SKILLS

- Microsoft Office Suite (Excel, Word, PowerPoint)
- E-Procurement & ERP Systems (SAP, Oracle)
- CRM Tools (Zoho, HubSpot)
- Inventory & Logistics Software
- Market & Sales Analytics Tools (Google Analytics, Power BI)

LICENSE

Valid Driving License – Manual & Automatic Vehicles

REFERENCES

Dr. Hemed Juma Msuya

Head of Procurement & Logistics Department, TIA

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Daniford D. Mwambaja

Accountant, Ilala Municipal Council

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Herman N. Bigize

Manager, Nkabe General Supply

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ADDITIONAL INFORMATION

- Fluent in English and Swahili
- Available immediately and open to relocation