

FARID HUSSEIN ISSA

Date of Birth: 26th August, 1997

Address: P.O.BOX 1103- DAR ES SALAAM

Email: faridhussein557@gmail.com

Phone no: +2557 1546 1299

PROFILE STATEMENT:

A detail- oriented Business Administration graduate specializing in Entrepreneurship Development. Result-driven and highly motivated sales and marketing executive with over 3 years of experience in driving revenue growth and building brand awareness across competitive market. Known for excellent communication skills, strong analytical thinking, and passion for delivering measurable business outcomes.

SKILLS:

Problem -solving, Adaptability, Flexibility, Collaboration, Time management, Critical and Creative thinking, Interpersonal skills, Leadership, Proficiency in computer applications.

EDUCATION BACKGROUND:

LEVEL	INSTITUTION	DURATION	LOCATION
Bachelor Degree in Business Administration- Entrepreneurship Development (BBA-ED)	MZUMBE UNIVERSITY	2017- 2020	MOROGORO
Advance	TAQWA HIGH SCHOOL	2015-2017	MWANZA
Ordinary	TABASAMU SECONDARY SCHOOL	2011-2014	MWANZA
Primary	KITANGIRI PRIMARY SCHOOL	2004-2010	MWANZA

WORKING EXPERIENCE:

ORGANIZATION	WADSWORTH DISTRIBUTORS (T) LTD DAR ES SALAAM
INDUSTRY	Distribution
DURATION	July 2023 – Current
POSITION	Sales and Marketing Officer
DUTIES	Some of the responsibilities includes; ❖ To engage in proactive customer service, ensuring information is accessible and responsive to client needs.

	<ul style="list-style-type: none"> ❖ To utilize customer relationship management (CRM) software to manage leads, track interactions, and maintain accurate records of sales activities and customer communication. ❖ To plan customer orders from the system (U trade) in zones, to ensure product are delivered to customer, and to collect money after delivery. ❖ To contribute to the development of sales forecast, budgets, and strategic plans, providing input and insight to support business growth objectives.
--	--

ORGANIZATION	A-ONE PRODUCTS AND BOTTLERS LTD DAR ES SALAAM
INDUSTRY	Food and Beverage
DURATION	July 2023
POSITION	Sales and Marketing Trainee
DUTIES	<p>Some of the responsibilities includes;</p> <ul style="list-style-type: none"> ❖ Attended sales training sessions. ❖ Visited customers in various markets to gather market insights and customer information. ❖ Developed and maintained relationship with existing customers. ❖ Ensured correct visibility and display of products across all outlets. ❖ Conducted internal observation across different departments and offices including Warehouse, Customer care, Trade Asset, EFD Custodian, Sales Data Entry and Production Department.

ORGANIZATION	MAASWABIRINA COMPANY LIMITED, MWANZA
INDUSTRY	Hardware tools supplier
DURATION	September 2020 – June 2023
POSITION	Sales and Marketing executive
DUTIES	<p>Some of the responsibilities includes;</p> <ul style="list-style-type: none"> ❖ To identify potential customers and marketing segments through market research, industry analysis, and customer profiling. ❖ To develop and implement sales and marketing strategies and promote product, increase brand awareness, and drive customer engagement. ❖ To conduct sales presentation, product demonstration, highlighting key features, benefits and value propositions ❖ To build to maintain relationship with existing clients, addressing their needs, resolving issues, and providing ongoing support to ensure customer satisfaction ❖ To monitor sales performance (KPIs), and analyze sales sales data to evaluate effectiveness of sales and marketing initiatives and identify area of improvement.

ORGANIZATION	INSIGNIA LIMITED, MWANZA DEPORT
INDUSTRY	Paints Manufacturer
DURATION	October 2019 to April 2020
POSITION	Sales and Marketing Intern
DUTIES	<p>Some of the responsibilities includes;</p> <ul style="list-style-type: none"> ❖ Assisted in receiving orders from customers and creating invoices for delivery. ❖ Worked as total quality assistant to ensure products met planned quality standards. ❖ Assisted in creating and printing batches from the System Application Program (SAP) for production. ❖ Prepared daily physical perpetual stock reports and sent them to headquarter via mail ❖ Recorded and filed all invoices signed by customers upon product delivery. ❖ Assisted in issuing products to Dodoma deport. ❖ Tinted special orders through the Digital Tinting System (DTS)

AWARDS:

MZUMBE UNIVERSITY, 2019

- ❖ Certificate of recognition for organizing Mzumbe University Entrepreneurship Camp of 29th-30th May 2019
- ❖ Certificate of Leadership 2018-2019

REFEREES:

MR. JUMA HUSSEIN	MR. MIRAJI SIMBA	MR. FREDRIC OWISSO
Sales and Marketing Manager Wadsworth Distributors (T) Ltd P.O.BOX 20627 DAR ES SALAAM Contacts: +255 658 291 308 juma@wadsworth.co.tz	Sales Supervisor A-One Products and Bottlers Ltd P.O.BOX 22196 DAR ES SALAAM Contacts: +255 715 337 613 simba@metlgroup.co.tz	Area Sales Manager Insignia Limited P.O.BOX 71449 MWANZA Contacts: +255 782 376 804 fredric@insignia.co.tz