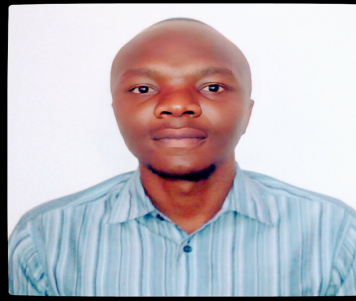


Profile.

	<p>Saidi Mustapha Tabata Kimanga,Mbuyuni Street. Email;saidimustapha21@gmail.com, Mobile;+255753911212/+255684000724. DaresSalaam. Date of birth; 24,12,1986. Language proficient; English Swahili.</p>
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Carrier Summary

Highly motivated sales, customer service,HSE professional with 8 years' of experience in various industry in Tanzania, who is able to gain the trust of clients by interacting with people from all backgrounds; with a proven record of contributing to the growth and profitability of the company through working independently and in a team, prioritize tasks and work in complex, fast-paced environment with excellent interpersonal communication,analytical skills and time management.

Education Background

Institute	Certificate	Year
IRDP (MIPANGO)	Bachelor Degree in EPM	Sep 2010-Nov 2013
Jitegemee High Schoo	ACSE	Feb 2008-Feb 2010
Bagamoyo Secondary School	CSE	Oct 2006
Maarifa Secondary School	CSE	Oct 2007
	Short Training Courses	
VTC Mgulani	Basic Driving Certificate	29,June,2024-03,August,2024

EPM - Environmental Planning and Management.

Work Experience

Lead Generator - Absa Bank Tanzania Sep,24,2024 - April,16,2025.

Responsibilities

Sales of banking Account,Loan,Mortgage & CreditCard
Conducting research to identify new leads and potential customers.
Contacting potential customers via email, phone, or other means.
Building relationships with potential customers.
Convincing potential customers to do business with the company.
Working to targets and KPIs.

Sales Force Executive - Jubilee Life Insurance (Jan,2023 - August,2024)

Responsibilities.

Identifies prospective clients through leads and referrals
Schedules client meetings.

Performs follow-up calls as needed
 Prepares insurance proposals
 Completes requirements and submits to underwriters

HSE Officer - Internship program TBL Mwanza Plant - July,2019 - July,2022.

Responsibilities.

Ensure proper PPE.
 Planning,coordinating and executing biodiversity conservation,progressive rehabilitation.
 Participate in the EIA implementation.
 Conduct environmental lab operations.
 Supervise chemical and waste management.
 Ensure water, air quality and noise monitoring activities.

Sales Officer- Smile Telecommunication Tanzania Limited-Jan,2018-Feb,2019.

Responsibilities.

Sales & Marketing of; Sim Card/Smart Cart,MiFi,Smart Router,Fixed Router Devices.

Customer services (Call centre agent) - Vodacom Tanzania Limited - Dec,2014 – Dec,2017.

Responsibilities.

Sales and Marketing of goods and services.
 Monitoring call quality to ensure that customers are receiving high-quality service.
 Maintaining contact with clients to schedule appointments, answer questions, and provide updates on progress
 Coordinating with other departments to ensure that all aspects of customer service are being met.

Referees

Name	PATRICK MWASALEMBA	LUCK MORIS	ALLY SHABANI
Position	Agency Manager	Marketing Manager	Driver
Institute	Jubilee Life Insurance Tanzania.	Merridian Bet	TASAC
Address	P.O.Box 20524 DAR ES SALAAM.	DAR ES SALAAM.	DAR ES SALAAM
Mobile	+255679227188	+255762801787	+255674260970
Email	patrick.paskal@jubileelifeinsurance.co.tz	luckmoris@gmail.com	naheedally@yahoo.co.uk

Certification

I certify that with the best of my knowledge and believe that these above information are correct describe my qualification and experience.

Name: Saidi Mustapha

Signature