

BAKARI SAIDI ULIZA

DoB: 07th August 1992 | Tanzanian | Male | Married

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PERSONAL PROFILE

A highly adaptable and enthusiastic Mining Engineering graduate with a strong work ethic and a passion for continuous learning. Known for excellent communication skills and the ability to build productive working relationships with diverse teams. Self-motivated and dependable, with a demonstrated ability to support and lead team efforts that generate long-term value. Committed to delivering results in fast-paced, technical environments.

CAREER OBJECTIVE

To secure a challenging position where I can apply my technical expertise, engineering knowledge, and problem-solving abilities to contribute meaningfully to organizational success and professional growth.

EDUCATION BACKGROUND

- BSc in Mining Engineering, University of Dar es Salaam, 2012 -2016
- ACSEE, Pugu Secondary School, Coast Region, 2010-2016
- CSEE, Educare Secondary School, 2006 -2009

EXPERIENCE

Parts Supervisor

META Plant and Equipment (T) Ltd, Dar es Salaam

Sept 2024 to date

Key Responsibilities:

- Spearheaded the development and expansion of the JCB machine parts business, focusing on both the construction and mining sectors across Tanzania.
- Conducted comprehensive market analysis to identify growth opportunities and align product offerings with client needs.
- Promoted and positioned JCB genuine parts and lubricants, increasing brand visibility and customer preference in a competitive market.
- Led key account management by regularly visiting clients, conducting business development meetings, and negotiating contracts to drive sales performance.
- Collaborated closely with the sales and service departments to ensure parts availability, fast response to customer needs, and alignment with after sales support strategies.
- Managed inventory control, ensuring optimal stock levels and minimizing downtime for equipment users.
- Prepared regular reports on sales performance, market trends, and customer feedback, contributing to strategic planning and forecasting.
- Trained and supervised a team of parts sales personnel, fostering a high-performance culture and continuous professional development.

Product Support Sales Engineer
Mantrac Tanzania Ltd, Dar es Salaam

Sept 2023 – Aug 2024

Key Responsibilities:

- Promoted and sold CAT genuine parts, service programs, and maintenance contracts to existing and prospective clients, ensuring alignment with customer equipment needs and operational budgets.
- Maintained accurate and up-to-date sales control systems, tracking performance metrics and contributing to data-driven decision-making processes.
- Conducted comprehensive undercarriage assessments and visual inspections of heavy equipment to identify wear patterns and recommend timely service interventions, minimizing downtime.
- Oversaw the end-to-end invoicing and collections process, ensuring timely payments and fostering strong customer relationships through transparent communication.
- Supported the development and execution of parts and service merchandising initiatives, enhancing brand visibility and contributing to revenue growth targets.

Parts and Sales Engineer
META Plant and Equipment Tanzania Ltd, Dar es Salaam

Oct 2018 – Aug 2023

Key Responsibilities:

- Spearheaded inventory management and procurement operations, ensuring optimal stock levels and timely replenishment of critical components to support seamless service delivery.
- Drove sales growth of compressors and spare parts by building strong client relationships, providing technical product insights, and tailoring solutions to customer needs.
- Coordinated end-to-end after-sales support and logistics, enhancing customer satisfaction through prompt service responses, effective parts delivery, and proactive issue resolution.
- Developed and implemented sales strategies and promotional campaigns that increased product visibility and expanded the customer base across various industries
- Conducted market research and competitor analysis to identify new business opportunities and align product offerings with market demand
- Prepared detailed sales reports, forecasts, and inventory analyses to support strategic decision-making by senior management
- Provided technical support and training to clients on equipment operation, maintenance best practices, and troubleshooting techniques
- Collaborated with engineering and service teams to ensure technical accuracy and alignment between customer needs and product solutions
- Played a key role in supplier negotiations, improving cost efficiency and lead times for high-demand spare parts.

Surveyor & Socio-Economic Officer
Paulsam Geoengineering Ltd & Digby Wells Environment
Singida-Dodoma (EACOP Project)
May 2018 – Sept 2018

Key Responsibilities:

- Delineated pipeline corridor for the EACOP project.
- Conducted field surveys and socio-economic assessments.

REFEREES

Raphael Jerome

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DECLARATION

I hereby declare that the information provided above is true and correct to the best of my knowledge.

Name: Bakari S. Uliza

Signature: 

Date: 10/08/2025