

TONNY PATRICK LEKWASA

P.O. Box 1255, Dar es Salaam, Tanzania

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SUMMARY:

Dedicated and results-driven Sales Professional with 3 years of experience and skills in **Sales, Marketing, B2B, Teamwork, Communication, Negotiation** and exceeding sales targets and building strong client relationships.

PROFESSIONAL EXPERIENCE

Bonite Bottlers- Arusha

November 2024 - March 2025

Sales & Marketing Representative

- ✓ Ensured continuous availability of products and shared information and introduced new services and offers to agents and merchants.
- ✓ Managed the distribution of branding and promotion materials and ensured availability in the market
- ✓ Implemented sales and distribution activities within the territory
- ✓ Maintained effective relationships with customers via phone and in-person
- ✓ Responsible for initiating selling opportunities and meeting the targets
- ✓ Kept accurate records and produced timely reports on a daily, weekly and monthly basis
- ✓ Reported on territory sales and handled cash saleable stock and reconciled
- ✓ Handled customer queries and complaints in an efficient manner

Arusha Sundries Ltd

August 2022 – October 2024

Sales Representative - Contract

- ✓ Contacted potential or existing customers and informed them about the company's products, prices and mode of delivery
- ✓ Identified and recruited new potential customers
- ✓ Created and updated customer information in the database and kept records of calls and sales and noted useful information.
- ✓ Handled customer queries and complaints and preserved the company's reputation
- ✓ Maintained customer relationship and customer retention
- ✓ Prepared daily, weekly and monthly reports
- ✓ Supported the team and achieved sales targets
- ✓ Participated in various company functions, promotions and campaigns and communicated our products and services
- ✓ Performed any other duties assigned by the supervisor.

EDUCATIONAL ACHIEVEMENTS

University qualifications:

- ❖ Diploma in Business Administration - DBA, Institute of Accountancy

Arusha (IAA), (Tanzania); October 2020 – July 2022.

Secondary qualifications

Advanced Certificate of Secondary Education (ACSE) July 2018 – May 2020 Azania Secondary School

Ordinary Certificate of Secondary Education (OCSE) Jan 2014 – Oct 2017 St. Mary's Secondary Duluti Secondary School

PROFESSIONAL SKILLS

- ❖ Computer Knowledge
- ❖ Driving Skills - Possess class D Tanzania driving license
- ❖ Languages - Kiswahili- Fluent Speaking, writing and reading
- English- Fluent Speaking, writing and reading

References:

1.Mr. Patrick Lekwasa
Sales Executive
Herocean Enterprise Ltd, Arusha.
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2.Mr. Boniface Lekwasa
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