



LUCHIO MBIFILE

Regional Sales And Marketing Representative

Summary

Strong and energetic sales and marketing personnel with strong background in identifying potential customers, presenting products, Negotiating deals and closing deals I am capable of maintaining good relationships with the team members, Customers and organizations in general for mutual benefit. I am also embodied with strong computer skills especially using sales and marketing tools such as graphic design, sales pipeline and sales and marketing photography

Education

Oct 2019 - Dec 2022

MARKETING AND PUBLIC RELATIONS

St. Augustine University Of
Tanzania (SAUT)
GPA: 4.1 / 5

Contact Info

Phone

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+

Email

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Address

Njombe, Tanzania

Date of Birth

24-03-1998

Languages

English

Speaking (Very Good)
Writing (Very Good)

Swahili

Speaking (Excellent)
Writing (Excellent)

French

Speaking (Fair)
Writing (Fair)

Experience

Jan 2025 - Present

SUMET TECHNOLOGIES TANZANIA LIMITED , Ruvuma,Tanzania

Regional Sales and
Marketing Representative

Identifying potential customers, by generating leads through calls,email and in person meetings, contracting new and existing onePresenting products (ex pido) through demonstrating products and answer questions, hand explanations of new or updated products and delivering presentations to persuade customers Negotiating deals and closing deals from distributor, wholesaler and retailers

Jan 2024 - Dec 2024

AFRICAN HARMONY AND TRADE LIMITED , Ruvuma,Tanzania

Regional Sales
Representative

Managed to supervise sales and marketing of kisskids diaper and pants by reaching the sales targets Managed to maintain relationships with customers by making follow-up on our products trends and providing solutions to their problems faced in using our products Managed to supervise sales team in the region to ensure that they are reaching sales targets

Aug 2022 - Dec 2023

JAMBO COMMUNICATIONS , Shinyanga-Tanzania

Sales and Marketing
Manager

Developed and implemented the sales system to ensure the achieving of sales targets and increase company revenue in general Managed to supervise sales team by providing them with training and workshop in communicating with customers and closing dealsManaged relations with the key customers by making a follow up and supporting them on Area of improvement in our products "airtime or radio adverts"

Aug 2021 - Oct 2021

IRINGA MUNICIPAL COUNCIL , IRINGA -TANZANIA

Marketing manager

Analyzed marketing trends to identify potential opportunities for growth Conducted customer research to gain insights in to customers behaviour

Referees

KHADIJA MVUNGI

Marketing and Advertising
Manager, JAMBO
COMMUNICATIONS
624013743
khadija@jambocommunication.co.tz

NICKSON GEORGE

JAMBO COMMUNICATIONS
MANAGER, Jambo communication
713350671
managers@jambocommunication.co.tz

Skills & Interests

Interests

People Management , Community
Involvement , Enjoying Working With
People And Building Strong
Relationships.

Soft Skills

Microsoft Word E.G Table Of Contents ,
Effective Communication Skills , Sales
Skills , Data Processing; Public
Speaking , Computer Skills; Basic MS
Office Applications , Emailing , Closing
Sales Skills , Interpersonal Skills. Eg:
Listening Carefully , Excellent
Communication Skills For Example
Writing , Creative Interactive Activities
And Video Production For Message
Delivery. , Internet Surfing And Use Of
Social Media Platforms. , Ability To Use
Different Computer Applications Such
As

Technical Skills

Computer Literate , Microsoft Office
Word , Excel And Power Point ,

Training & Workshop

Issued at: 2018

Tanzania government

National service

Short course of military training at MGAMBO JKT
835 KJ