



Martine John Kombaha

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Objective

I seek challenging opportunities where I can fully use my skills for the success of the organization.

Education

- St John University of Tanzania** 2013-2016
Bachelor of Business Administration with Procurement
- Minaki High School** 2011-2013
Advance Certificate of Secondary Education
- Loyola High School** 2006-2010
Certificate of Secondary Education
- Kawawa Primary School** 1999-2005
Certificate of Primary Education

Experience

- AFRICAN HARMONY INDUSTRY (KORIE RICE)** Jan 2024 - Up to date
AREA SALES MANAGER (TANGA&PWANI)
Dealing with FMCG
Korie rice & local rice
Managing sales team
Set sales target
Preparing sales report
oversee Sales performance,
Provide guidance support,
Identify development needs, and manage the reciprocal relationship between staff and the organization
- Multi choice Tanzania** 30/03/2023 - Jan 2024
Sales team leader
Dealing with DSTV Business
Recruit, Train, and Coach the Sales Team.
Delegate Tasks and Set Deadlines.
Set Sales Targets and Motivate Sales Team.
- Sokowatch Company limited** 12/12/2022 - 19/03/2023
Promoted from Customer Growth to Account Manager
Expedite the resolution of customer problems and complaints to maximize customer satisfaction
Making calling to customers and solving their complaints
Coordinate sales effort with team members and other departments
Analyze the territory or market potential track sales and provide daily report, quarter and annually report to Country Account Managers Lead
- Sokowatch Company limited** 12/12/2021 - 11/12/2022
Promoted from Brand Ambassador to Customer Growth officer
Registration of Shops on Wasoko app
Collection of customer surveys and collecting feedback
Train customer about FMCG goods in Mbeya, Songwe, Songea Regions on Wasoko Service
Supply of Wasoko merchandise to the shops
- Sokowatch Company limited** 22/08/2021 - 11/12/2021
Brand Ambassador
Providing education on fast moving goods(FMCG)

Supply Wasoko merchandise to the Shops
Ensuring customer get what he or she has order

- **Dar Mayai Supply**

1/12/2020 - 12/08/2021

Sales Officer

Supply eggs and collecting of payments to clients

Analyzing competitors product to determine product features, benefits, shortfalls and market success.

Informing product developers and changes to ensure that company products meet current market needs.

- **NATIONAL HEALTH INSURANCE FUND(NHIF)**

July 2015 - December 2015

Procurement Officer Intern

Determine the lowest cost for products/materials

Track and record orders

Receive orders and document arrivals

Analyze market and delivery systems

Source and interview vendors; negotiate contracts and costs

Communicate performances and costs

Skills

- Team leadership
- Time Management
- Customer Satisfaction
- Customer service
- Negotiation

Skills

- Sales
 - Team building
 - Customer Service
 - Time Management
 - Sales skills

Interests

- Team working
- Football
- Learning
- Watching movies

Languages

- Swahili
- English

Reference

- **Fr Vitus Sedlmaair S.J - St John Catholic Parish**

Parish Priest of St John Baptist - Dar es salaam

+255739204347

- **Charles Francis - Wadsworth Company Limited**

Branch Sales Manager - Dar es salaam

+255787500012

- **Acrey Nchimbi - Sokowatch Company limited**

Wasoko branch sales manager - Mbeya

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