

EMMANUEL J SIMBIRI

Contact

Phone

0782639029

0760697948

Date of Birth

01.01.1994

Place of Birth

Tarime- Mara -Tanzania

Email

emmanueljohanness01@gmail.com

Physical Address

Temeke

Dar es salaam

Education Background

Bachelor Degree In Marketing Management with Education

Mzumbe University -Morogoro – Tanzania
2014-2017

Advanced Level (Advanced Certificate)

Madaba High School – Ruvuma-Songea
2011-2013

Ordinary Level (Secondary Certificate)

Mbogì Secondary School-Tarime -Mara
2007 – 2010

- Primary level (Primary certificate)
Abainano primary School – Tarime- Mara -Tanzania
2000-2006

Strength

Adaptability

Successfully adapted to changing market conditions and client requirements, allowing for effective adjustments to marketing strategies resulting in positive outcomes.

Communication

Exceptional communication skills, with a track record of building strong relationships with clients, colleagues, and stakeholders through clear and concise communication.

Career Profile

I am a graduate holding a Bachelor Degree of Marketing Management with Education from Mzumbe University Morogoro, who is eager to contribute professional skills to the community for building the nation and achieve targeted organizational objectives. I am reliable, trustworthy, trainable and able to work on my own initiative or as part of a team to achieve the common goal of the organization. I have experience and skills in Sales and Marketing, Computer skills, Communication skills. Interpersonal skills and Managerial skills. I am hard-working, well organized with a wide range of useful skills. Working well in teams and my educational experience includes working within diverse teams. I'm a good team player with strong client-facing skills and am proactive in my approach to work.

Working Experience

COMMERCE TEACHER

July 2014 to September 2014

GREAT VISION SECONDARY SCHOOL

• Responsibilities

- ✓ Planning and preparing lessons
- ✓ Encouraging student participation.
- ✓ Researching and developing new teaching material.
- ✓ Researching and implementing new teaching methods.
- ✓ Marking student work and recording performance.
- ✓ Providing learners with one-to-one support

BOOKKEEPING TEACHER

July 2015 to September 2015

ST. MATHEW SECONDARY SCHOOL

Responsibilities

- ✓ Setting assessment and overseeing examinations.
- ✓ Communicating effectively with other teachers and educational organizations
- ✓ Researching and developing new teaching material.
- ✓ Researching and implementing new teaching methods.
- ✓ Marking student work and recording performance.
- ✓ Providing learners with one-to-one support

Skills

- ✓ Sales coaching
- ✓ Objection handling
- ✓ Sales pipeline management
- ✓ New marketing penetration
- ✓ Business development and plans
- ✓ Closing technique
- ✓ Staff management
- ✓ Public speaking
- ✓ Skilled in Microsoft Office Packages.
- ✓ Basic computer skills and with the working knowledge of internet.

Language

- ✓ English
- ✓ Swahili

Achievements and Awards

- ✓ Hit and exceeded sales KPIs by 30% for more than 8 months August, September and October in 2023 and 2024 at WATU CREDIT LTD being awarded with certificate of Recognition as a consistency top performer.
- ✓ Promoted from Sales and Marketing officer to Senior Sales and Marketing Officer at Watu Credit due to consistency of being a top performer.
- ✓ Sent 50-100+ cold emails on a daily basis, managing to set up calls with 10% of the recipients.
- ✓ Maintained a customer satisfaction rate of 95%

SALES AND MARKETING REPRESENTATIVE:

August 2018 to August 2021

ANDO ROOFING PRODUCT TANZANIA LIMITED
(CONSTRUCTION COMPANY)

Responsibilities

- ✓ Meeting with clients virtually or during sales visits.
- ✓ Demonstrating and presenting products.
- ✓ Attending trade exhibition conference and meetings.
- ✓ Conducting research to include factual information in stories.
- ✓ Conducting marketing research.

SENIOR SALES AND MARKETING OFFICER:

November 2021 to April 2023

WATU CREDIT TANZANIA LTD (ASSET FINANCING COMPANY)

Responsibilities

- ✓ Develop sales strategies
prepare and attend trade exhibitions
- ✓ Develop relationships with top customers
- ✓ Conduct market research
- ✓ Monitoring competitors' sales activities
- ✓ Builds and manages the sales pipeline
- ✓ Creates monthly sales forecasts
- ✓ Maintaining client relations
- ✓ Mentor sales team members
- ✓ Stay up to date on current market trends
- ✓ Creating and presenting sales performance reports
- ✓ Define sales objectives

INNOVATION AND BUSINESS DEVELOPMENT EXECUTIVE

May 2023 May 2025

UBX TANZANIA LTD (IT SERVICES AND SOLUTION)

Responsibilities

- ✓ Plan and develop project scope.
- ✓ Attending conferences and industry events
- ✓ Building and nurturing strong relationships with clients, partners and stakeholders.
- ✓ Implementing new sales plan and advertising
- ✓ Researching, planning, and implementing new target market initiatives.
- ✓ Researching, planning, and implementing new target market initiatives
- ✓ Reviewing sales performance weekly, monthly and yearly.

REFEREES			
NAMES	POSITION	COMPANY	CONTACT
Peter Msemwa	Sales Supervisor	Watu Credit	0673221884
Francis Simion	Senior Sales Officer	Ando Roofing Products (T) Ltd	0762292773
Sumara Mwikwabe	Sales supervisor	Goodwill Tanzania Ltd	0694396737

DECLARATION

I hereby certify that the above information truly describes my personal competencies and capabilities.