

MATHAYO JOSEPH

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Ubungu, Dar es salaam

Tanzanian

Birth date: December 5th, 1996

Gender: Male

PERSONAL STATEMENT

I am a hard working person, passionate and self focused on attainable achievements. Ambitious and determined at delivering the best of myself to drive the intention of reaching out the goals. Readiness and enthusiastic approach of learning and adapting the working versatile conditions have been my record. Never giving up and the attitude of giving it all are my through keys. Focus, enthusiasm, self esteem, non-self centeredness and learning approaches are other deliverable means to me.

EXPERIENCE

August 2024 to September 2025 **Sales person at Angela's Peace and Love Company, Songea Branch**

Key responsibilities:

- Achieving the sales targets: Closing sales for Used clothes as per weekly and daily adjusted amount for existing and new customers through marketing and on-site persuasions.
- Advancing and enhancing customer support: Collecting information on challenges facing the customers and proposing the possible measures to improve the services of the company
- Implementing the Customer Relationship Management (CRM) strategies. Through updating the marketing followup form and regular checking on Online price list form.
- Conducting market research and reading the competition setups. Making a thorough research of where and when the clients can be reached and finding means of reaching them out.
- Stock assessment. Doing weekly assessments on stock to have a regular information on the number of items available and making local inventory.

July 2023 to August 2024 **Direct Sales Agent at SimbaNET Tanzania**

Key responsibilities:

- Achieving the sales targets: Moving around through different offices to find new clients by Marketing and branding the service of the company (Internet system installations).
- Coordinating the prospects and customer pipeline and performance. Making follow-ups for the prospects to connect them to the company service and reaching the client targets and filling the prospects form.
- Advancing and enhancing customer support: Collecting information on challenges facing the customers and proposing the possible measures to improve the services of the company
- Implementing the Customer Relationship Management (CRM) strategies. Selling internet to SMEs (both new and existing clients) and maintaining the customer pipeline by better servicing and support.

EDUCATION

☐ **Bachelor of Science degree in Aquatic Sciences and Fisheries at University of Dar es salaam, Dar es salaam Tanzania**
Duration: 3 years (2017-2020)

Achievements:

- Bachelor's degree certificate
- Best Academic topic Presenter in Aquatic Sciences and Fisheries class of 2020.

☐ **Nsumba High School in Mwanza, Tanzania**
Duration: 2 years (July 2015-May 2017)

Achievements

- Division I class certificate

☐ **Bugogwa Secondary school, Itemela, Mwanza Tanzania**
Duration : 4 years (2011-2014)

Achievements

- Distinction (Division I class) certificate
- Best Academic Student

KEY SKILLS

- ☐ Computer Microsoft office
- ☐ Negotiation and intrapersonal skills
- ☐ Scientific evaluation and analysis
- ☐ Creativity and designing models
- ☐ Leadership skills
- ☐ Evaluation and analysis
- ☐ Sketching and painting skills

- Conducting market research and reading the competition setups. Making a through research of where and when the clients can be reached and finding means of reaching them out.
- Organizing meetings with potential clients. Calling and messaging the clients and setting up the meeting and presentation of the service and their benefits. Also collecting concerns from them

January 2022- May 2023: Revenue collector at Mkuranga District Council, Mkuranga.

Key responsibilities

- Achieving revenue collection targets. Collecting revenue in form of tax and service levies from the forestry resource dealers, crops traders and raw building material transporters (sand, soil, building stones and pebbles)
- Resolving challenges in duty areas. Collecting information on challenges relating to the collection processes.
- Accumulating and validating information. Being active by collection and giving daily reports on the everyday activities in sites.
- Observing and detecting other potential sources of revenue. Suggesting the possible source of collection of these taxes by assessing the economic activities of the people in the area of collection and their possible tax amount according to market prices of the commodities.
- Raising the council's revenue by reporting and combating any form of tax/levy evasion at the workstation.

September 2020 -November 2021: Fish Sales and distribution Agent at Mega Aqua store, Dar es salaam.

Key responsibilities

- Achieving the fish sales targets. Finding the customers by moving around the local markets for persuasion to supply fish at affordable prices.
- Managing the sale of products. Receiving the packages from Mwanza and store them ready for supplying to the customers in need across Dar es salaam City.
- Supporting and enhancing the customer pipeline. Through best relationships in and out the business. Making calls and messages where applicable to keep them in touch of our business.
- Conducting market research. Finding new customers from different places while keeping the existing customers connected to the company and enhancing the relationship.
- Leading the group team in information collection and insemination, competition setups understanding and suggestions of the possible ways for resolving the challenges.

REFEREES

Prof. Daniel Abel Shilla

Lecturer and Postgraduate coordinator

University of Dar es salaam,

P.O Box 35091, Dar es salaam.

Email: d9shilla@gmail.com

Contact: +255756594280

Dr. Bennaiah Benno

Lecturer,

Saint Joseph University,

P.O Box 11007, Dar es salaam.

- ☐ Entrepreneurship and business management skills
- ☐ Skin diving and innovative excursion dealer
- ☐ Results driven skills

AWARDS

- ☐ Best academic topics presenter at university (class 2020)
- ☐ Secondary school best academic student

LANGUAGE

- ☐ Swahili - native language
- ☐ English - advanced

TRAININGS

- ☐ Loan disbursement and Collection Training at Supreme Microfinance

Urban Rose Hotel & Apartment, Kisutu, Dar es salaam

15th May-03 rd. June 2024

- ☐ Rwamkoma National Service (822 KJ)

Operation: TANZANIA YA VIWANDA

June-September 2017

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