

MNG'ANG'A MAISA
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EDUCATIONAL BACKGROUND

2008 – 2011: BACHELOR DEGREE OF COMMERCE IN MARKETING

The University of Dodoma

2006 – 2008: PUGU HIGH SCHOOL

Economics

2002 – 2005: AZANIA SECONDARY SCHOOL

Sciences

1995-2001: MAKUMBUSHO PRIMARY SCHOOL

Kinondoni, Dar Es salaam

WORK EXPERIENCE

2012 – 2016: **MARKETING MANAGER**

Simgas Tanzania Ltd (Renewable Energy Industry)

- Creating marketing strategies and budgets monitoring
- Building sustainable business relationships with prospects and royal customers
- Looking for business opportunities for the company's products and services
- Preparing and executing companies' products activations, trade shows & conventions
- Conducting marketing research and analysis and create customers database

2017-2020: **BANKING OPERATION OFFICER**

Absa Bank Tanzania Ltd

- Overseeing daily banking operations including customers transactions and customer services
- Accepting customers deposits and do daily suspense accounts reconciliations
- Opening customers Accounts for both CASA, Loans, Overdraft etc
- Identifying potential clients or Partners to help in the banking in reaching into growth
- Preparing daily reports for the business and cash reconciliations

2020 – 2022: **SENIOR SALES EXECUTIVE**

Aquavita Tanzania Ltd

- Preparing and managing sales pipeline and database
- Serve as a Client liaison to ensure timely response to Customer needs
- Demonstrating and presenting products to prospects and clients
- Attending trade exhibitions, conferences and meetings
- Establishing new companies' business for its profitability

March 2023 – Present: **TERRITORY EXECUTION MANAGER**

MPL Tanzania (FMCG)

- Managing distributors territory sales teams so as to achieve the sales targets
- Carry out trade visits in the territory and manage door to door distributions
- Conducting periodic sales performance reviews of the sales team
- Ensuring sales growth of all SKU's & the segments within the territory
- Ensuring route completion as per the route schedule
- Forecasting the distributor's territory sales, develop sales strategies/models

- Conducting marketing intelligence and identify all business opportunities
- Travel to meet customers and other potentials 80% of the time
- Preparing coaching and trainings programs to the distributor's sales team
- Have Sales team accompaniment to ensure that orders are generated as required

SKILLS AND COMPETENCIES

- Computer applications (MS offices-word, excel, power point)
- CRM softwares (ZORO & Pipedrive)
- Internet usage
- Sales and marketing management
- Customer queries and objections handling
- Time Management and Punctuality
- Team management
- Both Verbal & Oral Communications
- B2B Acumen

MULTI-LINGUAL ABILITY

- English
- Swahili

HOBBIES & INTEREST

- Watching football
- Reading novels
- Technological shifts
- Travelling 80% for business opportunities

REFFEREES

- AYUBU SARIA
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