

## CURRICULUM VITAE

### **Furaha Arabia Kipenya**

Mobile; +255 744 750 591

E-Mail; [Furahaarabia94@gmail.Com](mailto:Furahaarabia94@gmail.Com)

### **PROFILE**

I have an ability to work in a dynamic team and meet deadlines as well as sense of responsibility, excellent orator with great presentation skills, proactive & coaching style, leadership and managerial skills, problem solving and analytical thinking, self-confident and open-minded person willing to give total support to the organizations goals and create mutual benefits, taking objectives of a business at hand and make sure that they are delivered on.

### **PERSONAL DETAILS**

Surname	Kipenya
Other Names	Furaha. Arabia
Date of Birth	10 <sup>th</sup> December 1993

### **EDUCATION DETAILS**

<b>Institution</b>	<b>Duration</b>	<b>Awards</b>
The Institute of Finance Management (IFM)	2014 —2017	BSc, Insurance and Risk Management
Minaki High School	2012 - 2014	ACSEE -NECTA
Shangani Secondary School	2008- 2011	CSEE – NECTA

### **TRAINING/COURSES**

1. Transforming the Youth Perspective on Private Sector; Prime Ministers Affairs Office, Parliamentary Affairs Labour, Employment, Youth and Disabled. 24/03/2016  
Moderator: Ruge Mutahaba, Chris Mauki and Deputy Minister Anthony Mavunde
2. Group Credit Life Assurance; 7/06/2022  
Moderator: Killian Nango & Oscar Ruhasha (Business Development from Sanlam Life Insurance)
3. Certificate in Anti Money Laundering, Counter Financing Terrorism and Proliferation Awareness Programme.

## **WORK EXPERIENCE**

### **1. JUBILEE LIFE INSURANCE (T) LTD**

Working as **Agency Manager** for Lake Zone and Western zone Regions stationed Mwanza from **2022** up to date, Duties.

- Leading and managing the planning of annual business targets/ objective with each team member and ensuring that they are achieved through a regular process of monitoring and evaluation of results. -
- Conducting regular and annual performance reviews on each team member in accordance with agreed business objectives/ targets.
- Developing account plans for existing and potential customers in order to build a strong relationship with customers.
- Identifying customer needs and appropriate mix of products or services required to satisfy the customer.
- Participating in the recruitment, promotion, and development of SFE's
- Increased sales, manpower growth and development of agency distribution channel

### **2. SANLAM LIFE INSURANCE (T) LTD**

Worked as **Zonal Sales Manager (Branch Manager)** as well as **Relationship Manager (NMB-Bancassurance)** from 2020 up to April 2022 at Lake Zone and Western zone Regions stationed Mwanza. Duties Performed.

- Responsible for achievement of budget in respect of cases, API, Persistency and NTUs; I was able to grow the Actual Revenue by 25%, Life Insurance policies by 9.7% and productivity rate by 38.6% by 2022.
- Management of Unit Managers, Sales representatives activities and performances; I was able to oversee 50 sales force within the region.
- Negotiating and recruiting new facilities; I was able to open 15 new sales point as well as maintaining the other sales point.
- Administration of the Branch and Branch growth Planning, by 2022 I was able to meet the target and actual revenue generated was Tsh 1.125 billion.
- Prospecting, selecting, interviewing, and training new zonal officers/sales executives that will work for the company to build and maintain a sales force according to the bank manpower budget.
- Supervising, motivating, recommending financing and developing the sales team as well as support the retail life sales and maintaining bank records.
- Implementing the officers' training program and ensuring the sales team are professionally trained to sell, coordinates sales and services the company products.

**REFEREES**

1. Name JOHARI AGGREY MWAMBUSI

Employer NMB BANK PLC, LAKE ZONE

Position BANCASSURANCE SPECIALIST

E-mail [Johari.mwambusi@nmbbank.co.tz](mailto:Johari.mwambusi@nmbbank.co.tz)

Mobile +255 652 164 954

2. Name. DENIS LUICIUS BYARUGABA

Employer HERITAGE INSURANCE

Position. LAKE ZONE MANAGER

E-mail. [denis@heritageinsurance.co.tz](mailto:denis@heritageinsurance.co.tz)

Mobile +255 763 088 422

3. Name RICHARD CHEUMBE TOYOTA

Employer TANZANIA INSURANCE REGULATORY AUTHORITY (TIRA)

Position LAKEZONE MANAGER

E-mail [richard.cheumbe@tira.go.tz](mailto:richard.cheumbe@tira.go.tz)

Mobile. +255 713 613 384

I, the undersigned certify that to the best of my knowledge and belief, these bio data correctly describe me, my qualifications and experience.

Furaha Arabia Kipenya



Enclosing Statement

Other relevant information and certificates and referees are available upon request.