

# YASSIN DOZZO

Dar Es Salaam | 0713956532 | dozzoyassin@gmail.com

## SUMMARY

Goal-oriented Regional Sales Representative dedicated to achieving challenging sales targets with results-driven and customer-focused mentality. Knowledgeable about practices and company requirements in industry and well-versed in managing high workloads. Effectively forecasts trends, builds relationships, and resolves routine and complex problems.

Resourceful and hardworking sales leader with many years of retail sales experience. Promotes innovative strategies to acquire customers and sell products. Excellent communicator, negotiator, and multi-tasker with an agile and flexible approach.

## SKILLS

- Sales strategy development
- Goal-Oriented
- Performance Tracking
- Territory Management
- Account penetration
- New customer acquisition
- Customer Relationship Management software
- Needs analysis
- Channel partner identification
- Partnership Building

## EXPERIENCE

02/2023 - 03/2024

### Regional Sales Associate

**Enoc** - Dubai , AE

- Developed and implemented strategies to increase sales in the assigned region.
- Conducted market research and analysis to identify customer needs and trends.
- Organized events and seminars for business partners, customers, and potential clients.
- Identified key decision makers within target accounts.
- Researched competitive offerings and developed effective counter-strategies.

01/2021 - 12/2022

### Sales Engineer

**Hilti** - Dar Es Salaam , TZ

- Developed and implemented sales strategies to increase customer base.
- Planned and coordinated staff training sessions for new and existing employees.
- Conducted weekly performance reviews with the sales team to ensure goals were being met.
- Created monthly reports on regional sales performance and presented to upper management.
- Provided guidance and support to all members of the sales team to ensure successful completion of tasks.
- Assisted in developing pricing strategies based on market research data and competitor analysis.
- Developed and delivered technical presentations to prospects,

customers, and internal teams.

- Provided product demonstrations to potential customers in order to showcase features and benefits.

**01/2020 - 12/2020**

**Sales Representative**

**Coyesa** - Mwanza, TZ

- Developed and maintained relationships with existing clients to ensure customer satisfaction.
- Generated new sales leads through cold calling and networking activities.
- Conducted market research to identify potential customers and their needs.
- Analyzed customer feedback to improve products and services.
- Provided technical support for customers using the company's products or services.
- Maintained accurate records of all sales and prospecting activities.
- Researched competitors' products, prices, and sales techniques.

**01/2019 - 11/2019**

**Mechanical Maintenance Technician**

**Bamboo Rock Drilling** - Mara, TZ

- Performed regular mechanical maintenance on a variety of equipment and machinery, such as pumps, conveyors, fans, and gearboxes.
- Conducted daily inspections of machines to identify potential issues or malfunctions.
- Repaired and replaced worn parts in order to maintain proper functioning of the machines.
- Developed preventative maintenance plans for all equipment.
- Documented all repairs and maintenance activities performed on each machine.
- Troubleshoot mechanical problems using schematic diagrams and technical manuals.
- Ensured that safety protocols were followed at all times when performing maintenance tasks.

**10/2018 - 12/2018**

**Volunteer**

**Vso** - Iringa, TZ

- Provided assistance to staff in the daily operations of the organization.
- Organized and maintained records of volunteer hours and donations.
- Assisted with fundraising efforts, including event planning and donor outreach.
- Assisted with data entry projects to update organizational databases.
- Created and distributed marketing materials for upcoming events.
- Compiled reports on volunteer activities and accomplishments.

**10/2017 - 12/2017**

**Mechanical Technician Intern**

**Mantrac** - Dar, TZ

- Assembled mechanical components using hand tools and power tools.
- Tested newly assembled products for proper operation.
- Maintained records of parts used and assemblies completed.
- Operated CNC lathes, mills, presses, grinders, saws and other production machinery.
- Identified machine malfunctions and performed repairs as needed.

- Fabricated simple parts from drawings or verbal instructions.

## EDUCATION AND TRAINING

11/2019

**Bachelor of Mechanical Engineering:** Mechanical Engineering  
**Dar Es Salaam Institute of Technology** - Dar Es Salaam

**Some College (No Degree):** Sales And Marketing  
**Dubai Aztech Training College** - Dubai

## LANGUAGES

**Swahili:** First Language

**English:**

C2

**Arabic:**

A1

Proficient

Beginner