**ABDON MAGANGA’S CURRICULUM VITAE (RESUME) **

**PERSONAL DETAILS**

Surname…………………………………………………………….Maganga

First name………………………….……………………………….Abdon

Gender………………………………………………………………………Male

Mobile number…………………………………………………..0757-209520

E-mail………………………………………………………………….abdon101@hotmail.com

Date of birth………………………………………………………..17th June 1985

**EDUCATIONAL QUALIFICATIONS**

2006-2009 ST AUGUSTINE UNIVERSITY OF TANZANIA

Award: BACHELOR DEGREE OF ARTS IN MASS COMMUNICATIONS

2002-2004 MAKONGO HIGH SCHOOL

Award: ADVANCE CERTIFICATE OF SECONDARY EDUCATION

1998-2001 ARUSHA DAY SECONDARY

Award: ORDINARY CERTIFICATE OF SECONDARY EDUCATION

1991-1997 ARUSHA SCHOOL

Award: CERTIFICATE OF PRIMARY EDUCATION

**OTHER COURSES ATTENDED**

Full computer course at Agape Vocational Training Institute

Vehicle driving training-VETA

Markets, Customer, Sales and Self-Management - OFF GRID Academy in partnership with African Managers Initiative (AMI)

**VISION**

Seeking an opportunity to utilize and expand my career in a position that will involve and exploit my active, creative and attentive participation.

**PROFESSIONAL PROFILE**

* A good team player and Leadership ability
* Quick to adapt new inventions and ability to work in dynamic environment
* Ability to face challenges and take initiatives and work under minimal supervision.
* Ability to recognize and utilize opportunities when they arise

**OBJECTIVES**

* To participate actively and positively to achieve organizational goals
* To develop ability to take initiative and serve as a alteration agent
* To develop the mission and vision of the organization through my assigned role

**SEMINARS/WORKSHOPS**

Information technology seminar at University computing centre (UCC) march 2005

Sales Training by TIGO Head of Innovation and planning.2010

Demand for and Barriers to access financial services by the economic and social research foundation (ESRF) February 2011

**WORK EXPERIENCES**

**Communication officer at DAIKIN LTD. JAN 2010-2013.Dar es Salaam.**

* Coordinated all internal and external communications.

**Enumerator in water and sanitation research at P.E.M Consult East Africa funded by World Bank .JAN- JULY2014**

* Conducted water and sanitation research in Pwani, Morogoro and Tanga regions which led the World Bank to fund water programs.
* Provided factual information about the need of water points and villagers literacy about the importance of having modern toilets.
* Used smart technologies such as electronic questionnaires and AKvo flow application to ensure correct collection and submitting of field data.

**Volunteer Field Officer at TWENDE-AISE- Arusha AUG 2014- JUNE 2015**

* Supported foreign volunteers with daily operational functions in the field.
* Assisting and accelerating innovations projects in the communication field.
* Representing the Organization in exhibition. I.e. Nane nane exhibition.

**Sales officer (leader) at OFF-GRID ELECTRIC MPOWERT ltd.Geita & Shinyanga AUG 2015- JUN 2016**

* Sold solar energy products to individuals and affinity groups within assigned territory using consultative selling techniques.
* Delivered a high level of service to clients to both maintain and extend the relationships for future business opportunities.

**Sales facilitator at Norwegian Church Aid (N.C.A) in veggie project. Manyara & Singida AUG 2016- NOV 2018**

* Delivered a high level of service to clients to both maintain and extend the relationships for future business opportunities.
* Ensured meetings and all related functions exceeded the clients’ expectations.
* Managed to change small scale villagers’ views and traditional beliefs about Vegetable farming using drip irrigation technique.

**Sales Coordinator at SOLARIS TZ, Katoro, GEITA. JAN 2019- NOVEMBER 2019**

* Actively recruited new customers to Solaris by educating rural populations about Solar Energy and the value of Solaris Home Solar Systems
* Met targets for both the number of sales made, but also the reliability of the sales made (e.g. customers who do not default early into their contracts);
* Coordinated and lead team of sales agents to execute an effective sales strategy and pitching plan;
* Build relationships with community elders and Village Chiefs in order to maintain a positive image of the Solaris brand;
* Monitored sales and marketing impact to provide timely reports on the effectiveness of certain sales channels and the performance of the sales agents;
* Used Customer Relationship Management software to record the details of prospective clients;
* Transferred knowledge to team members, and partners of Solaris

**PUBLICATION**

A research on how Corporate Social Responsibility can help solve effects of unsafe abortion a case study of Mwanza schools and hospitals for a partial fulfillment of Bachelor of Arts in Mass Communication at St. Augustine University of Tanzania.

**INTEREST/HOBBIES**

Socializing, Travelling, Reading novels and Movies

REFERENCE

|  |  |  |
| --- | --- | --- |
| NAME | DESIGNATION/TITLE | CONTACTS |
| Mr. Emon Mwakolo | Sales Manager of Veggie Biz  Norwegian Church Aid (NCA) | 0755445605  BOX 307,Mbeya  E-mail: [emonlaurent1@gmail.com](mailto:emonlaurent1@gmail.com) |
| Ms Deborah Tien | Director,  TWENDE-AISE | 0769932263  E-mail;deborah@twende-tanzania.org  ARUSHA,TANZANIA. |
| Rev. Dani Wynnjones Deuli | Director -Department of Planning and Development  Anglican Church of Tanzania- Diocese of Morogoro | +255 756 912090/ +255 787 612050  Emails office: director@ddsmorogoroact.org Personal email: r [revdanideuli@gmail.com](mailto:revdanideuli@gmail.com) |

**DECLARATION**

I hereby certify that information contained in this document is correct in its content and context to the best of my knowledge and I am ready to justify it at any time when necessary.

**Name: Abdon Maganga**