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## ANDREW SAUL ANDREW

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Dar es Salaam

Tanzania

### Profile

I am a qualified business administrator, with proficiency and experience in business planning, management, and marketing. I am adaptive and improvise according to the needs of a company environment and goals. My previous work molded into me problem-solving skills and effectiveness in communicating with clients. I am a continuous learner, diligent, disciplined, and optimistic in challenging workspaces.

### Experience

**Marketing and Sales Agent (B2B);** Dar es Salaam - 2018 to Date

#### **TIGO COMPANY TANZANIA**

Evaluation of peer companies' capabilities

Analysis of industry trends and developing company adaptive strategies

Broadening customer base

Administer all underwriting process and maintain records for same.

Participate in all departmental meetings and provide training for same.

**Marketing and Sales Manager;** Dar es Salaam - 2017 to 2018

#### **FENOE COMPANY**

Consolidation of the customer base and networks

Market research

Framing of price lists of goods and services

**Client Relationship Officer (Loans, Sales, and Marketing) FINCA**

Microfinance; Dar es Salaam - 2013 to 2017

Marketing research and survey

Customer satisfaction

Handling marketing promotion material

Products and services promotion

Preparing price lists for goods and services

Evaluation of peer companies' capabilities

Analysis of industry trends and developing company adaptive strategies

Broadening customer base

Marketing Manager, Celle& Sara; Dar es Salaam - 2011 to 2012

Consolidation of the customer base and networks

Market research

Framing of price lists of goods and services

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Marketing Personnel, Tanzania Postal Corporation; Dar es Salaam - 2010

Designing price lists for parcels, packages, and shipment services

Customer care and promotions

Market research

Designing advertising platforms

Evaluation of peer companies' capabilities

Manager, Domestic Ware Retail Outlet, Kweka Shopping Centre; Dar es Salaam - 2008 to 2010

Stock management

Managing price lists, marketing, and book-keeping

Service delivery, customer care and consultation

### Education

Tumaini University, Dar es Salaam College - Bachelor of Business Administration, Management, and Marketing (BBA); 2008 to 2011

Mbezi Beach Secondary School, Dar es Salaam - Advanced Certificate of Secondary Education (ACSEE), 2006 to 2008

Namfua Secondary School, Kilimanjaro - Ordinary Secondary School Education Examination (CSEE), 2001 to 2004

Mlimani Primary School, Dar es Salaam - Certificate of Primary Education Examination, 1993 - 1999

### Skills & Hobbies

Team leadership in work, fellowship,

Agricultural activities (crop cultivation, dairy, and poultry keeping

Computer Applications: Microsoft Office (Word, PowerPoint, Excel), Adobe Photoshop, E-mail and Internet

Others are reading books; travel and adventure; watching movies, and art & craft

### Language Proficiency

Fluent in written and spoken English and Kiswahili

Modest skills in spoken and written French

### Awards

Certificate of leadership Tanzania students Christian fellowship (TSCF/UKWATA) Certificate of membership of Mbezi beach secondary's HIV/AIDS club

Certificate of leadership Tanzania students Christian fellowship (TSCF/UKWATA) at Mbezi beach secondary School

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## References

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