**CURRICULUM VITAE**

1. **PERSONAL** **INFORMATION**

**NAME**: CONELIOUS.

**OTHER** **NAME:** MUZAHURA.

**NATIONAL** **ID**: CM85004106G07E.

**COUNTRY:** UGANDA.

**CITIZENSHIP**: UGANDAN

**EDUCATION**: BACHELOR’S DEGREE IN BUSINESS ADMINISTRATION.

**BACKGROUND ADRESS**: RWENTUUHA, KYEIZOOBA, IGARA, BUSHENYI, UGANDA.

**PHYSICAL ADRESS,** ZANA, BUNAMWAYA, MAKINDYE, SABAGABO, WAKISO,UGANDA.

**TEL**: +256784664566

**EMAIL** **ID**: [conelious.muzahura@gmail.com](mailto:conelious.muzahura@gmail.com)

**Why** **you are** **fit** **for** **this** **job?**

Due to my personal drive motives and positive attitudes towards work and skillset, like, Customer handling and satisfaction, debt control and management, competition management, problem solving, conflict handling, analytical skills, innovative skills, team building and management, easy mobility and flexibility at all times, result focus within time bound, trustworthy at work, financial behaviour, business ethics, background career in Business (Sales and Marketing) experience in FMCG for over the years since January 2010, Export Sales Supervisor, from Territory Sales Supervisor then from Sales executive.

1. **ACADEMIC** **QUALIFICATIONS**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Date | | Schools/Institutions Attended | Qualifications Obtained (‘O’/’A’ Levels, Diploma, Degree) | Grades/Class |
| From | To |
| 2006 | 2009 | Bishop Stuart University | Bachelors degree (BBA) | Second class upper |
| 2004 | 2005 | Nganwa school | Uganda Advanced certificate of Education (HED/FA) | 15 points |
| 2000 | 2003 | Ruyonza school | Uganda certificate of education | First Grade |
| 1993 | 1999 | Rwentuha Primary school | Primary leaving examination | Second Grade |

**C OTHER CERTIFICATES ATTAINED**

|  |  |  |  |
| --- | --- | --- | --- |
| Date | | Qualifications / Awards Obtained | Awarding Institution |
| From | To |
| 13rh | 17th Oct 2014 | Certificate in Efficient sales maximization  1 Revenue maximization  2. Manage competition  3. Market conflicts resolution  4. Customer relationship | BRD consultant  At MOVIT HEAD OFFICES BUNAMWAYA |
| 22nd | 23rd May 2014 | Certificate in Excelling in Selling environment  1.creating a customer  2. Market study  3. Branding  3.customer maintenance  4.Burgaing power | GOLDSTONE CONSULTANTS  AT MOVIT HEAD OFFICES BUNAMWAYA |
| 21st | 22nd September 2012 | Certificate in Debt management skills  1.Burgaing for a debt  2.Debt limit  3. Qualification for a debt  4. Debt as a competition tool  4.Bad debts recovery skills | MAJARI GROUP OF CONSULTANTS  AT MOVIT HEAD OFFICES |
| 2009 |  | Certificate of Service as Course leader  Bachelors of Business Administration Course leader | Bishop Stuart university Mbarara campus |
| 18th April 2009 |  | Certificate of at tendency in Zero tolerance to corruption. | Bishop Stuart University Mbarara campus |
| 1st Nov 2008 | 1st Nov 2008 | Certificate of Participation in leadership with an impact in | Bishop Stuart University Mbarara Campus |

1. **EMPLOYMENT** **HISTORY**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Date | | Firm/Institution  (in chronological order) | Position Held | Key Responsibilities | Reason(s) for Leaving |
| From | To |
| 2016 | Dec 2018 | Movit company limited | Export Sales Supervisor | 1.Demand creation to expand market.  2.Assisting agents on business operations.  3 Opening up more outlets in export market.  4.Train, Oriented and equip sales force with product knowledge before going to field.  4.Supervise market and fill up marketing gaps.  5. Work closely with agents to expand market.  6.Make and Foreward orders to head office and follow ups delivery.  7. Advise agents on field debt management and collection processes.  8. Manage prices in the agents market field.  9. Manage competition within area of operations.  10. Avail, market and list new products in my areas of operations and do follow-up on It’s Moving trend. | Management policy to  Downsize human Labour. |
| 2014 | 2016 | Movit company limited | Territory sales supervisor | 1.Team building and management.  2.coaching new sales team.  3.manage field loadings and Offloading to minimise returns.  4. Dermacate sales territory  5. Deploy sales vans in right locations on right time.  5 Manage sales team relations with customers.  6 Report wring and advise management on market trends.  7 Manage competition in territory.  8. Manage issued debts and collections.  9. Customer satisfaction and after sale services.  10. Manage field issues. | PROMOTION |
| 2010 | 2013 | Movit company limited | Sales executive | 1 Create new customers and maintain old ones.  2 Market and sell company items and services.  3 Protect company name and image in field.  4 Manage and report competition.  5 Issue and collect debts in time.  6 merchandise where possible in shops.  7 Advise shop owners on business trends.  8 Hit sales targets on figure and in products.  9 Make weekly reports.  10.manage competition in deployment area. | PROMOTION |

1. **LANGUAGES** 
   1. English spoken and written
   2. Swahili Spoken and written
   3. Luganda spoken and written.
   4. Lunyakitara spoken and written.
2. **REFEREES**:

Name: Tugume Allen

Designation: Business Operator.

Location: Mbarara town.

Contact: 0772417991

Email: [allen.tugume@gmail.com](mailto:allen.tugume@gmail.com)

Name: JACKSON MUGARURA

Designation, Business Trader

Location, KAMPALA

Contact, +256783702288

Email Jacksonmugarura18@gmail.com.

Name: Lubanga Patric

Designation : Movit Sales and marketing channel lead,

Location. Kampala,

Contact 0778085237

Email: [Patric.lubanga@movit.co.ug](mailto:Patric.lubanga@movit.co.ug)

1. **DECLARATION.**

I certify that the above information truly describes me and is correct to the best of my knowledge.

MUZAHURA CONELIOUS

31st Aug 2019