



ANNASTAZIA DERRICK PAMILLA



0765 890018



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P.O BOX 1231 DODOMA

CORE COMPETENCIES & SKILLS

- ✖ Problem-solving ability
- ✖ Strategic planning
- ✖ Team leadership
- ✖ Relationship building
- ✖ Sales strategy development
- ✖ Customer Relationship management
- ✖ Budgeting and forecasting
- ✖ Excellence in negotiation and communication
- ✖ Financial analysis
- ✖ Risk management

REFERENCES

1. STELLA LUCAS

RELATIONSHIP OFFICER

STANBIC BANK-DODOMA BRANCH

TELEPHONE: 0762963386

2. GLORY DZOMBE

HUMAN RESOURCES MANAGER

UNIVERSITY OF DODOMA

TELEPHONE: 0763 956 543

3. DR BARAKA E. KIHIZA

SECRETARY- GENERAL OF THE CPCT

TELEPHONE: 0765 779 336

OBJECTIVES

I have developed valuable expertise in Business Administration and Sales and Marketing, positioning myself as a versatile professional in these fields. My role has encompassed strategic planning, where I've successfully executed market analysis and devised effective business strategies to drive growth and maximize profitability. Additionally, my proficiency in sales and marketing includes developing compelling marketing campaigns that have consistently boosted brand awareness and customer acquisition. Through my career journey, I have honed my skills in client relationship management, ensuring high levels of satisfaction and retention. Overall, my experience and skills in Business Administration and Sales and Marketing make me a valuable asset capable of contributing effectively to achieving organizational goals.

EDUCATION

2020-2023

COLLAGE OF BUSINESS EDUCATION

DEGREE: BACHELOR DEGREE IN BUSINESS ADMINISTRATION

2015-2017

KIRAENI GIRLS SECONDARY SCHOOL

ADVANCED CERTIFICATE OF SECONDARY EDUCATION

2011-2014

DODOMA SECONDARY SCHOOL

CERTIFICATE OF SECONDARY EDUCATION

WORK EXPERIENCE

SEP 2019-DEC 2023

OPERL TECHNICAL CONSULTING SERVICES CO. LTD

POSITION: REGIONAL SALES AND MARKETING MANAGER

DUTIES:

1. Developing Marketing Strategies by Creating and implementing comprehensive marketing strategies to promote products or services, increase brand awareness, and drive sales growth.
2. Sales Management by Managing a sales team to achieve revenue targets, providing training, setting sales goals, and monitoring performance metrics.
3. Market Research and Analysis by Conducting market research to identify customer needs, preferences, and market trends, and using data to adjust marketing strategies accordingly.
4. Customer Relationship Management by Building and maintaining relationships with key clients and stakeholders, addressing their concerns, and ensuring high levels of customer satisfaction.
5. Campaign Planning and Execution by Planning and executing marketing campaigns across various channels (digital, print, events) to generate leads, acquire new customers, and retain existing ones.

JAN 2020-DEC 2023 YOUTH WITH DEVELOPMENT MISSION

POSITION: EXECUTIVE SECRETARY

1. Program Coordination by Coordinating youth development programs from planning to implementation, ensuring activities align with program objectives and timelines
2. Youth Empowerment by Facilitating workshops, training sessions, and mentorship programs to empower youth with skills in leadership, entrepreneurship, and personal development.
3. Community Outreach by Engaging with local communities, schools, and youth groups to raise awareness about program opportunities and encourage participation.
4. Monitoring and Evaluation by Implementing monitoring and evaluation frameworks to assess program impact, gather feedback from participants, and measure outcomes against program goals.
5. Partnership Building by Collaborating with other NGOs, government agencies, and community organizations to leverage resources, share best practices, and enhance program sustainability and reach.