

NDIOWAAWE BARNABAS
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Professional Summary:

Hard working professional with over a decade of practical and progressive experience in the sales, marketing and Research. A proven result oriented expert through creative and brilliant execution, working with the leading multinational Organisations, Private and Public Institutions.

Education Background

YEAR	INSTITUTION	AWARD
2010 - 2011	Uganda Management Institute (UMI)	Post Graduate Diploma in Project Planning and Management (DPPM)
2003 – 2006	Uganda Christian University – Mukono	Bachelors of Social Work and Social Administration (SWASA)
2001 - 2002	St Lawrence Citizens High School – Kampala	Uganda Advanced Certificate of Education (UACE)
1997 - 2000	Mbarara High School	Uganda Certificate of Education (UCE)

Personal Skills:

Strong project management skills, Creative, Interpersonal skills, critical thinker, problem solver, a public speaker, customer service skills, team work , negotiation skills, communication skills, time management, organization, leadership skills and time management.

Corporate Trainings

Trade marketing and performance management training, Modern trade management training, Visibility; trade and in-store training, Customer care Service management, Distribution management, Retail management training, Market research training and Proposal writing.

Working Experience:

Directorate of Industrial Training. Ministry of Education and Sports.

Research Verification

Finance and Administration Department

4th /07 / 2022 to date.

Roles:

- Responsible for conducting performance interviews for educational/ vocational Institutions.
- Contact Institutions, Licensing Board and employers/ References to verify education Licenses, certifications and employment status.
- Provide exceed expectations by offering an array of innovative and cutting-edge background check and credentialing products to meet the needs of loss prevention, security and legal professionals in employment screening and vendor certification.
- Maintain established performance metrics including quality.
- Adhere to established processes and procedures.
- Adhere to confidentiality guidelines and legal compliance regulations as required.
- Escalate orders as appropriate.
- Performing any other duties as provided.

Crown Beverages Limited, Key Accounts Night Life Manager

Modern Trade 26th /01/ 2013 to 31st /03 /2020

Roles:

- Managed and oversee the profitability of your business by developing long-term and short-term sales goals, as well as channel strategies to achieve business objectives.
- Identified growth opportunities and develop sales activities for your channel.
- Worked closely with the product and trade marketing teams, oversee the performance of the accounts in terms of their category and shelf analysis, sales, and promotional effectiveness.
- Led a sales team consisting of Key Account Executives, and Merchandisers on the day-to-day operations.

- Team performance measurement based on achieving sales targets, trade promotion development and execution, and ensuring that they are motivated and focused on the company's strategic goals.
- Ensured Process orientation initiatives to increase market share with developing the team to deliver the set objectives and monitor effectiveness of the same on regular basis.
- Pre & post sales tracking & analysis of promotions effectiveness.
- Worked closely with Key Accounts to maintain inventory levels and develop an effective restocking program.
- Worked within allocated promotional cost and ensure effective spending in driving sales and brand building.
- Grow revenue through volume and net pricing.
- Performed any other task as assigned.
- Directly supervised company inventories under my channel.
- Ensured timely and accurate sales reports.

Uganda Telecom, Territory Sales Manager Northern Region

15th /01 /2009 to 10th /01 /2014

Roles:

- Maintained solid working relationships with customers by ensuring that their needs are met and resolving complaints in a timely manner.
- Continually meeting or exceeding sales targets by persuading customers within an assigned territory to purchase company products and services.
- Analyzed sales and marketing data to determine the most effective sales and marketing techniques.
- Developed innovative sales strategies to increase sales within an assigned territory.
- Conducted surveys to better understand customer needs.
- Attended trade shows to promote company products and services.
- Ensured that brand awareness within an assigned territory meets company expectations.

- Motivated Sales Representatives to achieve sales quotas and evaluating their performance based on their ability or inability to achieve sales quotas.
- Monitored competitors' sales activity within an assigned territory.

REFEREES:

1. Mr. Tumwebaze Joel

Petroleum Authority of Uganda.

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2. Mrs. Natamba Pamela Bahumwire

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3. Mr. Akankwasa Arthur,

Senior Franchise Manager

Uganda & Mozambique

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