

## **CURRICULUM VITAE**

**BEKIZA SAMSON**

**P.O BOX, 683 ENTEBBE**

**MOBILEPHONE: 0783514468/0703655044**

**EMAIL:samsonbekiza@gmail.com**

### **PERSONAL DETAILS**

---

Date of Birth                      6<sup>th</sup> June 1990  
Marital Status                      Married

### **PROFILE**

---

I have good experience in training and performance, Strong analytical skills, trustworthy, highly motivated and hard working person with a high sense of duty and loyalty both professionally and privately. Extremely flexible and can easily adapt to the surroundings without compromising with any of my principles and responsibilities.

### **EDUCATION**

---

2010 – 2013 **Mbarara University of science and technology**                      Mbarara  
Bachelors Degree in Development studies

2008 – 2009 **Standard College Ntungamo**    Ntungamo  
Uganda Advanced Certificate of Education

2004 – 2007 **Clever land High School**    Mbarara  
Uganda Certificate of Education

1996 – 2003 **lake Victoria Primary School**Entebbe  
Primary Leaving Examination

### **WORK EXPERIENCE**

**COMPANY**

**POSITION**

**YEAR**

NATION MEDIA GROUP UGANDA LIMITED                      BUSSINESS EXECUTIVE

KAMAPLA 2012-20 14

MKOPA UGANGA LIMITED                      FIELD SALES MANAGER 2014 -2015 KABALE

M-KOPA UGANDA LIMITED                      TERRITORYSALES MANAGER2015- 2017 IN  
SOUTH WESTERN UGANDA THAT INCLUDE, RUKUGIRI,KABALE ,MITOOMA,  
KANUGU,KISORO AND NTUNGAMO

M-KOPA UGANDA LIMITED REGIONAL MANAGER 2017-2018 EASTERN REGION. COVERING JINJA, IGANGA, BUSIA, TORORO, KAMULI, MBALE, KAPUCHORWA, SOROTI AND PALLISSA

M-KOPA UGANDA LIMITED REGIONAL MANAGER 2018-UPDATE CENTRAL REGION COVERING BUIKWE, MUKONO, KAMPALA, WAKISO, ENTEBBE, LUWERO, NAKASEKE, KIBO A, HOIMA, MASAKA AND MPIGI

### **RESPONSIBILITIES**

- ❖ Sales Planning, Reporting, coordination and Execution.
- ❖ Handle all customer care related issues and resolving them,
- ❖ Stock control, management, reconciliation and transportation to the regions.
- ❖ Strategic Decision making to ensure efficiency and cost management
- ❖ Fighting fraud in the team.
- ❖ Sales promotions, Activations and all execution in region
- ❖ Route To market management and Execution.
- ❖ Carrying quarterly appraisals for FSEs
- ❖ Numeric distribution and outlet Recruitment. In the Region
- ❖ To ensure the Value chain distribution is effective for all products. Dealer- RO- final consumers.
- ❖ To ensure proper accountability for all finances in the region
- ❖ Train recruits the teams, SEPS, TSE, Retail distributor RD and RO.
- ❖ Regional branding for the retail outlets.
- ❖ Regional Radio interviews and company presentation from the local stations.
- ❖ Recruiting the Retail distributor and Retail outlets in the Region.
- ❖ Transport and distribute the stock to the teams.
- ❖ Follow up sep/sales agents' commissions and ensure they are paid
- ❖ To prepare monthly Route to market work plans and ensure daily route adherence in team through tracking.
- ❖ Management of the team of FSMS
- ❖ Meet the set sales targets and Revenues assigned for the entire team.
- ❖ Ensure that all monthly KYC is 100% in the team
- ❖ Chairing daily sales meetings to review , weekly, monthly performance in teams
- ❖ Carry out the PIP and probation reviews for the teams.
- ❖ Carry out Quarterly and annually monthly reviews.
- ❖ To ensure proper budgeting and Accountability of resources.
- ❖ Pushing bulk sales from institutions like schools, hospitals and companies for team target.
- ❖ Increase team sales by approaching new customers on a daily basis through giving support.
- ❖ To report and escalate all customer care related issues in team to customer care.
- ❖ To ensure customer care and relationship management- for Retention Purposes.
- ❖ Planning, coordinating and enforcing activations in institutions for team to maximize sales.
- ❖ Training all new and old team members through coaching and working with them.
- ❖ Supporting the team in Trade promotions and location based activations .LBE
- ❖ Monitor competitor activity and pricing of their products

- ❖ Market area mapping
- ❖ Community engagement
- ❖ Setting sales targets
- ❖ Managing over 500 sales agents

## **LANGUAGE PROFICIENCY**

- English            Spoken & written - Fluent
- Luganda            Written & spoken - Fluent
- Runyankole        Spoken & written – Fluent

## **LEADERSHIP SKILLS**

### **Institution**

### **Award**

Uganda national student's association

certificate for secretary for national affairs

Standard college- Ntungamo

Head prefect certificate

Clever land High School- Mbarara

Entertainment prefect

## **SKILLS**

- ❖ **Communication skills** – Can demonstrate oral and written communication skills at workplace and business management.
- ❖ **Teamwork** – Can make effective contributions as both a team member and team leader in the organization
- ❖ **Technology** – Microsoft word, Excel, Power Point and Access
- ❖ **Research methodology**
- ❖ **Social service delivery**
- ❖ **Mobilization skills**
- ❖ **Interpersonal skills**

## **INTERESTS**

- Reading any moral material
- Watching movies and soccer
- Playing indoor games like Ludo, Scrabble and Snakes and Ladder

## **REFEREES**

1. Mr. ALDRIAN KALYESUBULA  
SUNKING UGANDA LIMITED  
NATIONAL SALES MANAGER  
Contact: +256752600897

2. MR ANTHONY WEREMAKA  
COUNTRY DIRECTOR AZURI  
Contact: +256 – 772382361

3. MR ALBERT NIWAMANYA  
HEAD OF SALES SOLASTIS SOLAR  
Contact+256772899124



# MBARARA UNIVERSITY OF SCIENCE AND TECHNOLOGY

Office of the Academic Registrar

P.O. BOX 1410 Mbarara Uganda.

Telephone: +256-485-20785, Fax: +256-485-20782

Email: ar@must.ac.ug

Web: www.must.ac.ug

## ACADEMIC TRANSCRIPT



NAME: **SAMSON BEKIZA**

REG NO: **2010/BDS/083/PS**

SEX: **Male**

FACULTY: **Faculty of Development Studies**

CITIZENSHIP: **UGANDA**

DATE OF BIRTH: **6-6-1990 \***

### ACADEMIC YEAR (2010/2011)

#### Semester I

No. Code	Course Title	CU Grade
1 DVS1102	Ethics Society and Development	4 B+
2 DVS1105	Introduction to Development Studies	4 B+
3 DVS1103	Principles of Economics	4 B
4 DVS1104	Communication Skills	4 B-

Grade Point Value = 4.12

#### Semester II

No. Code	Course Title	CU Grade
1 DVS1205	Development in Africa	4 B+
2 DVS1207	Principles of Management	4 B-
3 DVS1208	Political Economy of Development	4 C-
4 DVS1206	Computer Skills	3 B-

Grade Point Value = 3.36

### ACADEMIC YEAR (2011/2012)

#### Semester I

No. Code	Course Title	CU Grade
1 DVS2101	Development Economics	4 C
2 DVS2104	Comparative Politics	4 B-
3 DVS2102	Population and Development	4 B-
4 DVS2103	Research Methods: Qualitative Research	4 C

Grade Point Value = 3.00

#### Semester II

No. Code	Course Title	CU Grade
1 DVS2208	Sociology of Development	4 B
2 DVS2205	NGO's and Development	4 B
3 DVS2207	Political Economy of Transformation in Uganda	4 B
4 DVS3101	Gender and Development	4 B+
5 DVS2209	Quantitative Research Methods	4 B-

Grade Point Value = 4.00

### ACADEMIC YEAR (2012/2013)

#### Semester I

No. Code	Course Title	CU Grade
1 DVS3102	Enterpreunership Finance and Budgeting	4 B+
2 DVS3103	Human Resource Management	4 B+
3 DVS3207	Environmental Management and Sustainable Development	4 B+
4 DVS3104	Rural Development	4 A

Grade Point Value = 4.62

#### Semester II

No. Code	Course Title	CU Grade
1 DVS3208	Conflict and Peace Building Studies	4 B+
2 DVS2206	International Economics	4 B-
3 DVS3209	Urbanisation and Development	4 B
4 DVS3206	Internally Displaced Persons and Refugee Studies	4 B-
5 DVS3210	Research project II	5 B+

Grade Point Value = 4.02

Award

**Bachelor of Development Studies**

Class of Award

**Second Class Upper Division**

Cumulative Grade Point

**3.87**

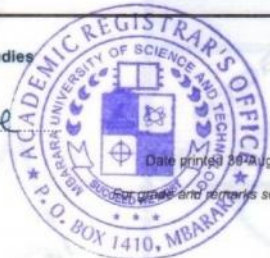
ACADEMIC REGISTRAR

Signature: *[Handwritten Signature]*

Date of Completion **May-2013**

Date printed **20 Aug-2013**

Not valid without official stamp



\*Self reported

SUCCESS WE MUST

# Uganda National Examinations Board



This is to certify that the candidate named below, and whose photograph appears, sat for the Uganda Advanced Certificate of Education Examination in the year 2009, and qualified for the award of the



## Uganda Advanced Certificate of Education

The candidate passed at the level shown (Principal or Subsidiary) in the subject(s) named and attained the Grade(s) as indicated.

BEKIZA SAMSON (AGE 19)

U1828 534

STANDARD COLLEGE, NTUNGAMO, P.O. BOX 146 NTUNGAMO

	U. A. C. E.	GRADE
	STANDARD	
GENERAL PAPER	SUBSIDIARY	5
HISTORY	PRINCIPAL	D
ECONOMICS	PRINCIPAL	B
ENTREPRENEURSHIP SKILLS	PRINCIPAL	C
CHRISTIAN RELIGIOUS EDUC.	PRINCIPAL	C
SUBJECTS RECORDED: FIVE		


Secretary

Uganda National Examinations Board



Chairman

Uganda National Examinations Board

Not valid without a hologram with the UNEB crest.  
Hold this document to the light to verify  can be seen through the paper.  
A thread is running vertically through the sheet.  
The photograph of the candidate is printed, not affixed.



A0997298

(See overleaf)

# Uganda National Examinations Board



This is to certify that the candidate named below sat for the Uganda Certificate of Education Examination in the year 2007, and qualified for the award of the

## Uganda Certificate of Education

DIVISION II

THE CANDIDATE REACHED THE GRADE SHOWN IN THE SUBJECTS NAMED.

BEKIZA SAMSON

(AGE 17)

U1947/017

CLEVELAND HIGH SCHOOL, MBARARA

P.O. BOX 1111 MBARARA

	GRADE
ENGLISH	5 (FIVE)
CHRISTIAN RELIG ED	2 (TWO)
HISTORY	1 (ONE)
GEOGRAPHY	4 (FOUR)
POLITICAL EDUCATION	2 (TWO)
MATHEMATICS	8 (EIGHT)
PHYSICS	8 (EIGHT)
CHEMISTRY	9 (NINE)
BIOLOGY	7 (SEVEN)
COMMERCE	3 (THREE)

SUBJECTS NAMED: TEN      SUBJECTS PASSED: NINE


Secretary

Uganda National Examinations Board



Chairman

Uganda National Examinations Board

Not valid without a hologram with the UNEB crest.  
Hold this document to the light to verify  can be seen through the paper.  
A thread is running vertically through the sheet.

U 1833717

(See overleaf)