



Ray Mwanza

Business Development Manager

Kitwe, Zambia

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Languages

English

About

An accomplished professional with vast experience in Sales Management, Business Development and General Administration, with a track record of success from various professional environments.

BRANDS WORKED WITH

Hebron Productions & Investments (Pty) Ltd

Hi Finance (JD Group)

Infobip Africa

Ischoolzambia

Nkana Mall/MY Spectrum Assets Zambia

Sandton Repo Cars

Experience

- Mall Centre Manager/Zambia Assistant Manager**
Nkana Mall/MY Spectrum Assets Zambia | Oct 2021 - Now

Achievements/Tasks Planning, Organizing, and Coordinating the daily professional operations of the mall. Managing staff, Planning and evaluating, department activities General Shopping center management and operations
- Sales Supervisor/Manager**
Ischoolzambia | May 2018 - Sep 2021

Achievements/Tasks Achieve growth and hit sales targets by successfully managing the sales team. Own recruiting, objectives setting, coaching and performance monitoring of sales representatives. Design and implement a strategic business plan that expands company's customer base and ensure it's strong presence. Present sales, revenue and expenses reports and realistic forecasts to the management team. Identify emerging markets and market shifts while being fully aware of new products and competition status.
- Head Of Sales & Marketing**
Hebron Productions & Investments (Pty) Ltd | Nov 2015 - Oct 2017

Achievements/Tasks Planned events from start to finish according to requirements, target audience, and objectives. Analyzed the event's success and prepare reports Carried out Promotional Events and Product Marketing. Generated printing and advertising campaigns for potential and existing clients. WORK EXPERIENCE
- Sales Executive**
Sandton Repo Cars | Aug 2014 - Nov 2015

Achievements/Tasks Provided sales management information by completing reports. Qualified buyers by understanding buyer's requirements and interests; matching requirements and interests to various models; building rapport. Demonstrated automobiles by explaining characteristics, capabilities, and features; taking drives; explaining warranties and services.
- Sales Manager**
Infobip Africa | Jan 2014 - Oct 2014

Achievements/Tasks Contacting high valued customers and marketing to them new offers and packages, including hybrid contracts. Maintain communication and customer relationships, through a personalized service provision. Meeting clients and ensuring that the contracts are signed with the correct requirement. Stock and Inventory management.
- Senior Administrator**
Hi Finance (JD Group) | Mar 2010 - Jul 2013

Achievements/Tasks Ensure the smooth deployment of new applications. Train new system users and set up their accounts Processed credit applications Assessed/Approved credit applications