



# Clifford Nhando

Curriculum Vitae (CV)

## What job i'm looking for? My positive points

5 years as a key accounts manager at Lafarge Cement International

10 years experience In both sales operational and supervisory roles

in-depth knowledge of cement and the built industry curtailed by new business and strategic business development

sound skills and knowledge of underground mining support systems

vast experience in marketing of steel engineered products

Preferred occupation	Managers Sales jobs
	Telemarketers Sales jobs
Preferred work location	Johannesburg Gauteng

## Contacts and general information about me

Day of birth	1979-03-13 (45 years old)
Gender	Male
Residential location	Johannesburg Gauteng
Telephone number	<i>Information is available only for registered users.</i> <a href="#">Sign in</a>
Email address	<i>Information is available only for registered users.</i> <a href="#">Sign in</a>

## Work experience

Working period	<b>nuo 2012.03 iki 2014.10</b>
Company name	LAFARGE CEMENT ZIMBABWE
You were working at:	Managers
Occupation	SALES REPRESENTATIVE - RETAIL NATIONAL MARKET
What you did at this job position?	GREW SALES & MARKET SHARE TO RECORD IN 2012, RECRUITED ALL THE NATIONAL HARDWARE CHAINS TO LAFARGE, THE MOST DECORATED SALES REPRESENTATIVE WHO SUBSEQUENTLY GOT PROMOTED TO MENTOR OTHERS WHILE MANAGING ON THE BIGGEST CUSTOMERS WHO CONTRIBUTED 40% OF BUSINESS,

Working period **nuo 2014.11 iki 2016.09**  
 Company name LAFARGE CEMENT ZIMBABWE  
 You were working at: Managers  
 Occupation KEY ACCOUNTS MANAGER  
 What you did at this job position? RETAINED AND RECRUITED ALL NATIONAL ACCOUNTS AGAINST VERY STIFF COMPETITION THROUGH STRATEGIC BUSINESS REVIEW PRESENTATIONS, INTRODUCED NEW MARKETS FOR LAFARGE WHICH ARE NOW VERY STRATEGIC TO THE BUSINESS, EFFECTIVE CUSTOMER RELATIONSHIP MANAGEMENT SAW LAFARGE BEING THE ONLY CEMENT MAKER IN ZIMBABWE WHICH IS RECORDING DOUBLE DIGIT SALES VOLUME GROWTH IN 2016, EFFECTIVE MENTORING OF MANAGEMENT GRADUATE TRAINEES

Working period **nuo 2006.08 iki 2011.01**  
 Company name STEELNET ZIMBABWE LIMITED  
 You were working at: Managers  
 Occupation TECHNICAL SALES REPRESENTATIVE  
 What you did at this job position? SECURED SUPPLY CONTRACTS WITH ZIMBABWE'S BIGGEST 4 MIINING HOUSES RESULTING IN THESE SUSTAINING THE WHOLE COMPANY DURING HYPER-INFLATION PERIOD OF 2007-2009; THE MOST DECORATED MANAGEMENT GRADUATE TRAINEE WHO WAS DULY APPOINTED A PERMANANT EMPLOYEE IN RECORD 7 MONTHS INTO TRAINEESHIP

**Education**

Educational period **nuo 2013.01 iki 2014.06**  
 Degree Masters  
 Educational institution MIDLANDS STATE UNIVERSITY, ZIMBABWE  
 Educational qualification MASTERS OF COMMERCE IN MARKETING STRATEGY  
 I could work STRATEGIC MARKETING PLANNING & EXECUTION, STRATEGIC BUSINESS RELATIONSHIP MANAGEMENT; BUSINESS PRESENTATIONS AND MARKET PITCH; BUSINESS PROMOTIONS

Educational period **nuo 2013.01 iki 2014.08**  
 Degree Professional Qualification  
 Educational institution ZIMBABWE INSTITUTE OF MANAGEMENT  
 Educational qualification DIPLOMA IN SUPERVISORY MANAGEMENT  
 I could work PEOPLE MANAGEMENT, BUSINESS STRATEGY FORMULATION & EXECUTION, PERFORMANCE MANAGEMENT,

Educational period **nuo 2001.08 iki 2005.06**  
 Degree Honours  
 Educational institution NATIONAL UNIVERSITY OF SCIENCE & TECHNOLOGY, ZIMBABWE  
 Educational qualification BACHELLORS DEGREE IN MARKETING MANAGEMENT (HONOURS)  
 I could work EXECUTE ALL PRINCIPLES OF BUSINESS PRACTICES, MANAGEMENT, BUSINESS RESEARCHES, BASIC ACCOUNTING PRACTICES & FINANCIAL ANALYSIS, FUNDAMENTALS OF COMMERCIAL LAW AND INFORMATION TECHNOLOGY APPLICATION FOR BUSINESS

Educational period **nuo 2012.10 iki 2012.10**  
 Degree Professional Qualification  
 Educational institution CAPJEMINI TRAINING INSTITUTE  
 Educational qualification CUSTOMER RELATIONSHIP MANAGEMENT: CRM ON DEMAND MODULE  
 I could work APPLICATION OF CRM IN BUSINESS IMPROVEMENT & SALESFORCE EFFECTIVENESS

Educational period **nuo 2016.07 iki 2016.07**  
 Degree Certificate  
 Educational institution ZIMBABWE OPEN UNIVERSITY  
 Educational qualification CERTIFICATE IN STORES, INVENTORY AND WAREHOUSING MANAGEMENT  
 I could work STORES & WAREHOUSING MANAGEMENT,

**Languages**

Language	Speaking level	Understanding level	Writing level
English	fluent	fluent	fluent
isiNdebele	good	good	basic

**Computer knowledge**

WINDOWS OFFICE, SAGE ERP PACKAGES (LINE 500, LINE 1000, X3), MICROSS ELITE, ABODE, SPSS, INTERNET,

**Conferences, seminars**

ADVANCED SALESFORCE MANAGEMENT, STORES & WAREHOUSING COURSE, CRM BY ORACLE,

**Recommendations**

Contact person	BURUSA MANDIPEZANO
Occupation	COMMERCIAL DIRECTOR
Company	ZIMBABWE ELECTRICITY SUPPLY AUTHORITY(ZESA)
Telephone number	+263772192630
Email address	burusa75@gmail.com

#### **Additional information**

Your hobbies	WATCHING SOCCER, INTERNET SURFING & LISTENING TO MUSIC
Driver licenses	B Light Vehicle ≤ 3,500kg
Driver license from	2010-10-00 (13 years)
Salary you wish	25000 R per month
How much do you earn now	20000 R per month