

EDWARD TSAMADZUYA

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BUSINESS DEVELOPMENT MANAGER

Identify and qualify potential new clients, communicating effectively with key decision makers, Researching on potential corporate clients in details, Identifying cross-selling opportunities, Preparation of tenders for new business, Cleansing and maintaining prospect and customer records on the database, Meeting targets and KPI's, Compliance and implementation. Organization and monitoring of weights and quality inspections on goods within International trade. Perform jobs in the framework of quality assurance systems, code of ethics and company policies.

SKILLS

- | | | |
|---------------------------------|----------------------------------|------------------------------|
| ♦ Analytical Chemistry | ♦ Laboratory skills | ♦ Microbiology |
| ♦ Quality Control and Assurance | ♦ Quality Management Systems | ♦ Good organizational skills |
| ♦ Research and Development | ♦ Good Lab Practices | ♦ Training & Development |
| ♦ Computer Skills | ♦ Sales and Marketing | ♦ QHSSE |
| | ♦ Quality & Quantity inspections | ♦ Leadership |

PROFESSIONAL EXPERIENCE

BUREAU VERITAS (K) LTD–global leader in Testing, Inspection and Certification.
Agrifood Business Development Manager, Jan 2020 to Present.

Business development, Sales, operations, coordination, OPEX, HSE, administration and customer relationship management. Accurate and professional coordination of business unit in line with business unit in line with business development. Playing a pivotal role in driving new business prospects forward and assisting in maximizing revenue opportunities.

Selected Accomplishments:

- ✓ Business development for Agrifood Business Unit; sound CRM for KA and LKA
- ✓ Coordination of sales operations in the business unit to ensure compliance to sales and revenue targets. 50% time spent on business development.
- ✓ Coordinating of job executions operations-audits, inspections, trainings, and any other activity in the business units to ensure operational excellence. 35% time spent in administration and management.
- ✓ Ensure consistence application of all relevant policies and procedures.
- ✓ Administration and clear communication of internal and external interfaces.
- ✓ Process all necessary policies, policies, procedures, SOP, documentation in areas of responsibility. 15% time spent in administration and management.
- ✓ Appraise relevant BU staff with BV QHSSE policies and procedures; BV absolutes and always ensure compliance.
- ✓ Exercise due care with regard to handling of BV company property such as leased premises, vehicles, equipment, ICT and laptops and applicable equipment entrusted to me for purpose of carrying out company duties.
- ✓ Management and compliance of accreditation and service level agreement (SLA); Licence to operate (LTO) and preparation information material needed to support BV Kenya and BU to comply.
- ✓ Financial management and coordination of the business unit-cost control, payments, receipts, cash management-mission requests and expense claims.
- ✓ Optimise operations and sales processes and improve efficiency.
- ✓ Reporting agrifood activities to Agri, Food and Trade Manager weekly, monthly, quarterly and annually-i.e sales, operations, revenues (invoicing) and HSE.
- ✓ Ensuring all necessary certifications and accreditations are obtained and maintained.
- ✓ Management of subcontractors and non-exclusives.
- ✓ Supporting and identifying Quality, Health, Safety and Environment risks and opportunities in the international trade division.
- ✓ Supporting the deployment of the “2 minutes of my safety” assessment for the inspection team.

**BUREAU VERITAS (K) LTD–global leader in Testing, Inspection and Certification.
International Trade Division Manager, Jan 2017 to Dec 2019.**

Organization and performance monitoring of quality and quantity inspections on goods within International trade framework. Playing a pivotal role in driving new business prospects forward and assisting in maximizing revenue opportunities.

Selected Accomplishments:

- ✓ Preparing offers and negotiating contracts with clients.
- ✓ Providing support to the sales and marketing team through a variety of additional activities.
- ✓ Coordinating inspection of goods within international trade in accordance to set rules and procedures as well as international standards in force i.e. GAFTA, FOSFA e.t.c.
- ✓ Checking, preparing and issuing inspection reports to clients.
- ✓ Maintaining internal and external communication and communication of commercial information.
- ✓ Keeping updates of company procedures, national and international regulation and publications related to international trade inspections.
- ✓ Supervision in respect to security guidelines and safeguard inspector's personal security in their working environment.
- ✓ Handling of customer complaints and any related non-conformances.
- ✓ Developing annual monitoring programmes and associated schedules for inspectors and lab technologists.
- ✓ Identifying and management of risks to the impartiality and conflict of interest.
- ✓ Ensuring all necessary certifications and accreditations are obtained and maintained.
- ✓ Management of subcontractors and non-exclusives.
- ✓ Supporting and identifying Quality, Health, Safety and Environment risks and opportunities in the international trade division.
- ✓ Supporting the deployment of the “2 minutes of my safety” assessment for the inspection team.

**BUREAU VERITAS (K) LTD–global leader in Testing, Inspection and Certification.
Business Development Executive (Certification Department), Aug 2015 to Jan 2017.**

Playing a pivotal role in driving new business prospects forward and assisting in maximizing revenue opportunities.

Selected Accomplishments:

- ✓ Identifying, researching and targeting new business prospects.
- ✓ Liaising with new and existing clients over the phone and meeting them face to face.
- ✓ Gaining new appointments from hot and cold leads.
- ✓ Managing and maintaining databases of potential clients.
- ✓ Developing strong working relationships with prospective new clients.
- ✓ Producing monthly pipeline reports for management purposes.
- ✓ Selling the company services via telephone, online and also in the field.
- ✓ Providing support to the sales and marketing team through a variety of additional activities.

BUREAU VERITAS (K) LTD–global leader in Testing, Inspection and Certification.

Laboratory technician, Dec 2014 to July 2015.

Perform sample analysis in Physical and Chemical laboratory; perform sampling procedures from cereals and pulses to water testing.

Selected Accomplishments:

- ✓ Microbiological and chemical analysis of food samples
- ✓ Observation and participation of in good laboratory practice.
- ✓ Maintenance, observation and enhancement of Laboratory health, safety and environment procedures.
- ✓ Preparation of Medias and inoculation of plates for microbiological analyses. Perform sampling procedures for water and agri products.
- ✓ Testing and certification of agricultural products in accordance to International, regional or client's guidelines as appropriate.
- ✓ Undertaking part in ISO 17025 laboratory accreditation system implementation.
- ✓ Extensive calibration and maintenance of various types of equipment and thermo-probes. Planning and prioritizing work based on urgency and turnaround time.

INTERTEK TESTING SERVICES (K) LTD–global leader in Testing and Inspection services.

Laboratory technician, Dec 2013 to September 2014.

Perform sample analysis in Agri and petrochemical laboratory; perform sampling procedures for Agri and petrochemicals ranging from cereal and pulses, water, crude palm oils, processed foods, cotton seed meals, wheat bran, packaging materials, Mogas, Gasoil, Jet A-1, HFO and chemicals

Selected Accomplishments:

- ✓ Microbiological and chemical analysis of food samples
- ✓ Observation and participation of in good laboratory practice.
- ✓ Maintenance, observation and enhancement of Laboratory health, safety and environment procedures. Preparation of Medias and inoculation of plates for microbiological analyses.
- ✓ Perform sampling procedures for water and agri products.
- ✓ Testing and certification of agricultural, lubricants and petroleum products in accordance to International, regional or client's guidelines as appropriate.
- ✓ Inspection and sampling of both petroleum and Agricultural products a shore tanks and marine vessels.

- ✓ Undertaking part in ISO 17025 laboratory accreditation system implementation.
- ✓ Extensive calibration and maintenance of various types of equipment and thermo-probes. Planning and prioritizing work based on urgency and turnaround time.

NIC BANK (K) LTD–a commercial bank in Kenya.

Customer product advisor, Sep 2013 to Dec 2013.

Source for new and existing clientele; follow up on customer retention, on past and new products. Marketing and making sales for the company's products.

HOBBIES AND INTERESTS

- ◆ Socializing
- ◆ Travelling
- ◆ Playing football/Pool Table

EDUCATION & CERTIFICATIONS

UNIVERSITY OF ELDORET

Bachelor of Science (BSc) in Chemistry (with honors), AUG 2009-APRIL 2013)

Major: Chemistry Minor: Zoology

ST. GEORGE'S HIGH SCHOOL (2004-2007)

Kenya certificate of secondary education (K.C.S.E)

Grade attained grade B+

KASIDI PRIMARY SCHOOL (2001-2003)

Kenya certificate of primary education (K.C.P.E),

Grade attained grade B+

REFEREES

1. JOSEPH CHAI, ACE GLOBAL DEPOSITORY, Technical Support Services Manager.

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