

Mr.Dipita

NATIONALITY: Cameroon

SUMMARY

Sales manager, Business development – expert in Oil, gas, mining in Africa

EDUCATION

- **BSc in Management of Engineering**, N/C College – Leeds, 2009 to 2010
- **Project Management**, University Central London – London, 2006 to 2007
- **Gateshead College**, 2002 to 2003, Engineering/Maths
- **Newcastle College**, 2001 to 2002
- **DUT in Industrial & Maintenance Engineering**, University of Technology, 1996 to 1999
- **Physics, Chemistry, Maths, Biology**, College Evangelique de Libamba, 1986 to 1994

EMPLOYMENT RECORD/ PROFESSIONAL EXPERIENCE

- **Senior Sales Manager - Africa**

MAN SE - MAN Diesel & Turbo - October 2011 to Present

MAN Diesel & Turbo

- The MAN Group is one of Europe's leading industrial players in transport-related engineering, with revenue of approximately €14.7 billion in 2010. As a supplier of trucks, buses, diesel engines, turbo machinery, and
- special gear units, MAN employs approximately 52,300 people worldwide

Duties and Responsibilities

- Identify, leads, manages and develops New Sales projects for MAN Diesel Generators and Spare Parts
- Business throughout the African market
- Travelling in Africa on a regular basis (2 or 3 times a month) to visit customers and pursue new business opportunities
- Managing a portfolio of new and existing customers including Agents in Africa
- Responsible for planning, target setting and result of the company, as well as

resource/competence development in line with the customer needs

- Managing a team of Sales and After Sales Engineers team in Africa, with responsibilities for the definition, management and execution of services engineering projects and sales and marketing strategies plans.
- Ensuring all sales quotations & related follow-up activity are carried out correctly by self and team including the preparation of contract agreements & bidding Documents
- Organising sales conference call (Weekly) with sales team in Africa to monitor sales performance including new sales projects
- Participating in new tender/bid for Gensets, including the preparation of paper work in line with the company roles and regulations (compliance)

• **Country Manager / Director of Sales - Africa Oil & Gas -Mining**

WireCo World group - May 2010 to September 2011

WireCo Worldgroup

- Heavy Steel Engineering Company and worldwide leading specialist in the design and manufacture of steel wire rope products. Markets sectors (Oil & Gas, Mining, Industrial, Marine), £1.5 billion turn over and employed 3000 people in 8 countries

Duties and Responsibilities

- Lead WireCo World group sales and operations teams for Africa with responsibilities for the definition, management and execution of sales and marketing strategies plans.
- Managing 43 Agents and Distributors, implementing good communication channel and provide clear direction to follow to enable WireCo goal/ objective to be achieved
- Dealing with Local authorities and member of the government in many African states to secure contracts for the supplies of wire ropes products.
- Supplying wire rope products for surface and underground Mining throughout Africa
- Ensuring all sales quotations & related follow-up activity are carried out correctly by self and team including the preparation of contract agreements & bidding Documents
- Export and selling Steel Wire Ropes products to the Oil & Gas Operators in Africa• Selling through distributions channels and assisting customers with sales enquiries
- Identify business opportunities & implement strategies to ensure the company

growth

- Negotiate competitive contracts tender selection process for complex projects Africa
- Attending and organising sales conferences and exhibitions on behalf of WireCo

- **Regional Sales Manager - Africa**

Bridon International Ltd - March 2008 to April 2010

Oil & Gas and Mining

Bridon International Ltd

- Leading specialist in the design and manufacture of steel wire rope products. Markets sectors (Oil & Gas,
- Mining, Industrial, Marine, Harbor), £1 billion turn over and employed 1500 people worldwide
- Duties and Responsibilities
- Lead Bridon sales and operations teams for Africa with responsibilities for the definition, management and execution of sales and marketing strategies.
- Ensuring all sales quotations & related follow-up activity are carried out correctly by self and team including the preparation of contract agreements & bidding Documents
- Managing 58 Agents and Distributors, implementing good communication channel and provide clear direction to follow to enable Bridon goal/ objective to be achieved
- Export and selling Steel Wire Ropes products to the Oil & Gas Operators in Africa
- Selling through distributions channels and assisting customers with sales enquiries
- Identify business opportunities & implement strategies to ensure the company growth
- Negotiate competitive contracts tender selection process for complex projects Africa
- Attending and organising sales conferences and exhibitions on behalf of Bridon

Project Sales Manager - EMEA

MICROSOFT CORPORATION (MSN) UK - April 2005 to February 2008

Microsoft Corporation LTD

- World leading Software Development Company. 60000 employees worldwide

Duties and Responsibilities

- Estimated and created budgets for online advertising and web design projects

- Oversee all project activity to ensure projects are completed on schedule, within budget, and in accordance with the technical design policies.
- Interfaced and communicated with client regarding project status and coordinated as required to resolve issues related to clients website/adverts
- Reviewed web designs and online advertising tasks, drawings, blueprints, and other related technical documents to identify potential problems ahead of time and proactively implement solutions.
- Reviewed, recommended and approved all technical change requests on clients adverts/websites and monitor, scheduling all the projects activities.

- **Business Development Manager**

Informatics Direct (Cisco) UK - October 2001 to March 2005

Africa

Informatics Direct

- Telecom, IT (Cables, Data, ISP's, ADLS, Hardware and Software solutions etc). Turn over 100 million. Employees 30

Duties and Responsibilities

- Selling Cisco products and solutions manage and achieve revenue target relating to existing and new accounts customers in Commercial, Enterprise, Public and Service provider sectors throughout the African marketplace.
- Travelling regularly to Africa (60%) to identify business opportunities
- Creating, managing and maintaining good relationship with International customer's Accounts and take high level ownership of all clients' implementation matters and ensure renewal and growth of existing contracts
- Conducting market research and consulting services to identify new customers.

- **Business Development Manager- Cameroon- West Africa**

Exxon Mobil (Cotco) - Africa - 1995 to 1999

Exxon Mobil Corporation

World's leading publicly-owned energy company, production & exploitation oil& gas



Duties and Responsibilities

- Monitoring and controlling the transportation and the shipping of the crude oil from different oil platforms and storing it to the central storage tanks and to make it ready for commercialisation and shipping worldwide. Selling crude oil to Refineries Clients worldwide and acting as Contract Negotiator between Exxon Mobil and the Refineries Oil & Gas companies.
- Handling all sales activities including negotiation of price, charter hires and terms and implement the evaluation of customer's proposals in relation to quantities and prices
- Evaluates customers' proposals and contributes in relation to quantities, prices, shipping plans, term, creditworthiness, quality specs, etc.
- Running Market research to identify Competitors data and develop Pricing Principles including recommendations and shipping costs to optimize revenue and support

PROFESSIONAL AFFILIATIONS

n/a

PUBLICATIONS

n/a

LANGUAGES

French, English