Lovemore Chirobe

Curriculum Vitae

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# Career Objectives

To obtain a significant and challenging position in the field of marketing where I can create value, learn more and excel in the marketing process. A job that provides me with an opportunity for growth in the marketing field.

# Personal Mission

To excel in my work area and add value to myself and the organization I'm working for.

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| Personal Information   Name Lovemore Chirobe  ID No: 63-1419827-Y-22  Gender: Male  Marital Status: Single  D.O.B: 24/09/90  Age: 29 Years  Citizenship: Zimbabwean  Race: African | Contact Information Cell 0719 727160  Email l [lchirobe09@gmail.com](mailto:lchirobe09@gmail.com)  LinkedIn. lovemojnr |

# Educational Profile

**Zimsec Advanced Level**

Passes In: Management of Business

Economics

**Zimsec Ordinary Level**

Passes in: Mathematics

Accounts

English Language

Integrated Science

Bible Knowledge

History

Agriculture

# Other Qualifications

**Class 4 Driver's License**

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| Computer Skills  * Microsoft Word * Microsoft Excel * Microsoft PowerPoint * **WordPress** (Website Designing & Management) * Coreldraw and Photoshop (Graphics Designing) |
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| Professional Profile |
| Institution: Great Zimbabwe University  Program: Bachelor of Commerce: Honors In Marketing  Courses Covered  1. Financial accounting 1a and Financial Account 1 B  3. Commercial law  4. Business communication  5. Microeconomics 1  6. Corporate finance 1  7. Principles of marketing  8. Principles of management  9. Macroeconomics 1  10. Corporate finance 2  11. Introduction to computers and computer applications  12. Marketing information systems  13. Integrated marketing communications 1  14. Quantitative analysis for business  15. Sales management 1  16. Product and market development  17. Logistics and distribution management  18. Integrated marketing communication 2  19. Marketing research theory  20. Consumer behavior 1  21. Retail marketing  22. Marketing management  23. Marketing research practice  24. Sales management ii  25. Public relations and customer care  26. Business ethics and corporate governance  27. Consumer buyer behavior  28. Advertising management  29. Work-related learning report  30. Continuous work related learning assessment  31. Marketing of services  32. Strategic management  33. Strategic marketing 1  34. E-commerce  35. Business to business marketing  36. Entrepreneurship  37. Principles and practice of direct marketing  38. Brand management  39. Research project  40. Financial aspects of marketing  41. Strategic marketing 11 |

# Work-Experience

Total experience =. 5 yrs

# Job Title | Marketing Specialist ( Non Contact Role ) |

# Company | **TECNO MOBILE ZIMBABWE |**

### Date | May 2018 – October 2019 | 1Year 5 Months

### Location | Harare |

Department | Infinix Smartphones |

Industry Type | Technology: Mobile Phone Business |

**Roles** and **Responsibilities**

* Branding of retail outlets: Designing of Shophead banners and contracting advertising companies to brand the shops
* Distribution and mantainance of marketing materials. Which includes mobile phones glass counters, tear drop banners, door frame banners, wall cabinets and experience tables
* Advertising on Radio
* Supply marketing materials to retailers such as flyers, phone stands and gifts
* Organise and host events for the department.
* Business Development: bring in new retailers
* Co-ordinate offline and online marketing

# Job Title | Research Officer ( Contact Role ) |

# Company | **Pepsi Beverages Zimbabwe |**

### Date | March 2018 – April 2018 | 3 Weeks Market Research

### Research Locations | Harare – Tafara - Ruwa – Goromonzi |

Industry Type | Manufacturer of Beverages |

**Roles** and **Responsibilities**

* Collect research data from Pepsi distributors in the above mentioned areas.
* Create database of existing and potential distributors who can be included in Pepsi supply chain
* Identify Pepsi’s competitor activities in my research area

### 3. Job Title - | Sales Officer |

Company | **Lemex Industries TA Danai Products**  |

### | Location | Harare – Southerton |

Industry Type | Manufacturer of Cosmetics, Pharmaceuticals and Beauty Products

Date | Jan 2016 – December 2017

**Roles** and **Responsibilities**

* Day to day sales of cosmetic products
* Supervise retail merchandisers in supermarkets
* Conduct sales forecasting
* Contact Important customers personally
* Maintain customer database and sales contacts
* Assists in customer prospecting efforts and interviewing process

### 4. Job Title | Sales Executive |

### Company | Astro Mobile |

### Location | Masvingo |

Industry Category | Designer and Importer of Telecommunications Products

Date | Sept 2014 – July 2015 |

Roles and **Responsibilities**

* Day to day sales of mobile phones and other technological gadgets.
* Conduct outings to the whole of Masvingo District advertising and promoting Astro Mobile Products
* Interact with customers and provide after sales services
* Maintain and update customer database for advertising and promotions

### 5. Job Title | Loan & Marketing Officer ( Attachment )

Company | Zimta Credit Co-operative Union (ZCCU) |

## Date Sept 2012 – Aug 2013

Location | Masvingo |

Industry Category | Micro-finance |

**Roles** and **Responsibilities**

* Recruit new members for the organization
* Promote new services offered by the organization
* Arrange and conduct outreach programs for client awareness

**Reference**

**Academics Reference**

The Registrar (Academic) Nyahuni Mission (Makunde)

Great Zimbabwe University P.O Box 97

Box 1235 Murewa

Masvingo

Zimbabwe

+263 039 253507

**Previous Employment Reference**

**The Brand Manager**

Infinix Mobile Zimbabwe

Jeffrey Chen

11th floor Club Chambers Building

Corner 3rd Street and Nelson Mandela

Harare

**The General Manager**  **Marketing Manager**

Mr Matenga Miss D. Chimbindi

Lemex Industries TA Danai Products Astro Mobile Masvingo

No 36 Workington Avenue No 231 Hellet Street

Southerton Masvingo

Harare. 039263700

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077-296-3858

**The Administrator EDS Program**

Mr Manzi **Facilitator Pepsi**

Zimta Credit Co-operative Union – Masvingo. Mr Paul Rakshit

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