



NAME: Hamza Sapi
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PHONE: +255 757 264 830
AGE: 32

NATIONALITY: Tanzanian
LANGUAGE: English, Swahili
ADDRESS: Arusha, Tanzania
GENDER: Male

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PROFESSIONAL SUMMARY

A young energetic Tanzanian with an entrepreneurial spirit. Agent of change and effective leader with high integrity and like to have fun along the way. I have experience in various areas including IT, Supply chain, Operations, Continuous Improvement, Lean, Finance, Logistics, Procurement, Importation & Clearance, Project management, Manufacturing, Distillery, Agriculture, R&D, Software Engineering, Data Analysis & presentation, credit (PAYG) and HR.

WORK EXPERIENCE

Apr 2022 – Present **Independent Consultant – Lean Six Sigma Black Belt**

I help manufacturing companies reduce their costs and increase their revenue by adaption of Continuous Improvement culture specifically Lean Manufacturing and Six Sigma (DMAIC improvement projects).

Oct 2019 – Mar 2022 **Executive Director, Access to Energy (A2EI) (2.6 Years), Arusha, Tanzania**

I expanded A2EI from an iNGO with 3 projects in Tanzania to more than 16 projects in 13 countries (Africa, Asia & Europe) with over 30 partners. I was responsible directly for HR, Finance, leading all staff, R&D, procurement and logistics, import & clearance, project and program management, data analysis and presentation, fundraising, and managing partners. Our projects are primarily in Clean Cooking, Agriculture machines, innovation, R&D, PAYG, product launching & management, and innovation, and helping startups in their growth stage in renewable energy. Some partners are MECS, PowerGen, KAKUTE Projects, Imara Tech, Greenfoot Africa, Nexleaf, KUKUA labs, TaTEDO, University of Liverpool, University College of London, Center for Energy, Environment and Engineering Zambia, Atmosfair gGmbH, International Institute of Environment and Development (IIED), Rift Valley(Mwenga Power), Energy 4 Impact (E4I), ElectroCook, People, Energy & Environment Development Association (PEEDA), Practical Action (PAC) Nepal, International Development Enterprises (IDE).

Sep 2018 – Sep 2019 **Head of IT, Mobisol Group (1 year), Arusha, Tanzania**

I led the transformation of the IT department in 5 countries to ensure that the operations of the department are in alignment with the needs of the organization with the following success.

- Reduced Loss opportunity from 45% to 1%,
- Increased productivity and save more than \$200k on IT operating costs in 9 months.
- Migrated to O365, Avast Cloud, 3CX.
- Migrated to a new helpdesk (Zammad) and increase ticket reporting by >95%.
- Moved all workstations to our domain and deployed antivirus to all of them.
- We created an asset register and register all assets and their costs.
- Develop SMART KPIs for all IT personnel in 5 countries.

Dec 2017 – Aug 2018 **Operations Excellence Specialist, Mobisol Group (9 months), Arusha, Tanzania**

I helped to streamline Mobisol Operations by implementing lean philosophy in the supply chain, tech ops, finance, sales, and conducting improvement projects, KPIs Development for the whole company, and metrics improvement in PAYG. I also volunteered to train Excel for all employees on all levels 30% of my time. We managed to close the gaps for fraud and theft in the supply chain.

Nov 2013 – Nov 2017 **Continuous Improvement Coach, Illovo Sugar Ltd (4 years), Morogoro, Tanzania**

I was the first CI Coach (1-year ag. Manager) for Illovo subsidiary company Kilombero Sugar to help transform the company culture from business as usual to a continuous improvement culture by implementing best practices pillars focusing on Agriculture & Factory Operations, Supply chain, Finance, IT, Distillery, HR and Commercial departments. We implemented Leading and Managing Change, Focused Improvement, Visual Management, 5S, Asset Care, and Teamwork, and managed to move the company from \$30M USD debt to making a profit in 3 years. I volunteered to train more than 13 courses for more than 5000 employees. I was also an IT trainee first six months and was often involved in IT projects.



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EDUCATION

- 2021 **Masters of Business Administration (MBA), Institute of Accountancy Arusha (IAA)**
- 2013 **BSc. in Computer Science Software Engineering, Ruaha Catholic University, Tanzania**
- 2010 **Certificate in Computer Science, Institute of Accountancy Arusha (IAA)**

CERTIFICATIONS

- 2022 **Lean Six Sigma Black Belt, The International Association for Six Sigma Certification (IASSC) (Jan – August) on going**
- 2022 **Professional Scrum Master level I (PSM I), Scrum.org, on going**
- 2012 – 2013 **Power searching with Google, Google Map Maker, Google Student Ambassador**

COURSES I'M TRAINING (more than 5000 employees so far)

1. Value Stream Maps
2. Training of the Trainer (TOT) general
3. Six Sigma Yellow Belt (DMAIC)
4. Value Chain Management
5. Problem Solving
6. Root Cause Analysis (RCA)
7. Business Understanding Program (BUP)
8. Asset Care (AC)
9. Loss Opportunity Reporting (LOP)
10. Minimizing Schedule Stops
11. Team Leader Trainer
12. 5S Master Trainer
13. Teamwork Master Trainer
14. Visual Management Master Trainer
15. Implementation Taskforce Trainer
16. Money Matters Training of Trainer
17. Effective Handling of Disciplinary Procedures and Charing Hearings.
18. MS Excel (train employees & students for 15 years)

OTHER POSITIONS & VOLUNTEERS

- ❖ Chairman – Rural Livelihood Working Group (2019 – 2021)
- ❖ Chairman of the board – Access to Energy TZ (A2EI) (2019 - 2021)
- ❖ Class Representative – All Masters Students IAA (2019 - 2021)
- ❖ Founder & CEO - inGen InfoTech Corp Tanzania (2020 - 2022) Software Engineering Co.
- ❖ Founder & CEO – Sherehe (2017 – 2018) Wedding vendors and customers web app
- ❖ Editor in Chief, Kilombero News KSC (2014 – 2017)
- ❖ Member – Environmental committee KSC (2015 - 2017)
- ❖ Member – Disciplinary committee KSC (2014 - 2017)
- ❖ Member – Club Committee (2015 – 2017)
- ❖ Captain – Soccer, Volleyball (2013 - 2017)
- ❖ Trainer – Swimming, Golf (assist Capt) (2013 – 2017)
- ❖ Founder & CEO – Greensapi (2012 - 2018), Web Hosting Company
- ❖ Google Student Ambassador (2012 – 2013)

HOBBIES

- ❖ Sports - Swimming, Soccer, Golf, Touch Rugby, Volleyball, Lawn Tennis
- ❖ Adventures in the wild.
- ❖ Reading
- ❖ Cooking

ADDITIONAL INFORMATION

- ❖ LinkedIn - <https://www.linkedin.com/in/hamza-sapi-67306270/>
- ❖ Publication – Tanzania the Promised Land www.karibu.africa
- ❖ Driver License – class A, B, D, E

PROGRAMMING LANGUAGES

- ❖ Java
- ❖ PHP
- ❖ C
- ❖ SQL
- ❖ JavaScript