

Danidzirai Makamure

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Class 4 driver's licence-1983

Education

Civil Engineering H.N.Diploma 1989
backed by a number of Sales and
Marketing courses since 1991

Objective

Here is a results driven mature passionate Pump Sales/Marketing person of exceptional negotiating skills and proven leadership quality backed by 31 years hands on marketing experience including at senior managerial level dealing with progressive cavity, positive displacement, mine shaft dewatering, diaphragm, centrifugal end suction, chemical dosing, submersible drainage - borehole pumps within the mining, process, water utilities, food & beverage and domestic sectors with a Civil Engineering Water Supply background coupled with vast experience in all facets of pump marketing thus opportunity identification, market penetration, sales budgets preparation, related costing, product technical usage training for end users, distributorship and agency acquiring negotiation skills, public relations, liaison with other organisational departments appreciating the human aspect of the business whilst adhering to business timelines for profitable deliverables all to add value to the pump business.

Experience

2011 – Present

Marketing Manager - Director, Bearpoint Investments Pvt Ltd, Zimbabwe

- Run the overall business whilst maintaining relations with clients, team members, clearing agents & freighters, agents and product principals for business growth and continuity
- Maintain distributorship and agency partnerships with world renowned pump manufacturers whilst preparing sales/marketing and financial budgets in line with company objectives and segmented market responses and needs
- Conduct national pump sales marketing work within the process industry, food & beverage, mining, water utilities, safaris, domestic market sectors of Zimbabwe and part of East Africa representing some of Europe, South Africa, China, Spain's renowned pump manufacturers
- Provide free product training to end users as part of product backup and market competitive advantage to the organisation
- Provide pump consultancy work for principals and other pump suppliers, visited Italy at the invitation of and for negotiations to represent one of the world-renowned pump manufacturers , covid 19 pandemic stalled the negotiations

Products covered: Progressive cavity rotor stator, lobe, diaphragm, slurry, dosing, centrifugal pumps, submersible mine dewatering, domestic borehole pumps, hand operated India MK 2, Zimbabwe Blair Shallow well, Zimbabwe Model B Bush pumps and different types of fluid transfer products

2009 – 2010: Pump Consultant, UNICEF–Zimbabwe WASH Section, this involved pumps and other equipment rehabilitation work on fifty six (56) Nyamandlovu Aquifer high yield boreholes (motorised Orbit/Mono/Grundfos pumps) and the new University of Zimbabwe emergency borehole water system during the cholera outbreak period.

- Field works assessment, designing and tender documents preparation including budgets and work timelines preparation
- Assist in contractors' identification and selection after their bids submission and before moving onto site for work commencement
- Supervised all works and material ordering and issuance, signed off and commissioned the works after completion.
- Designed the University emergency water supply system and supervised it to completion.
- Worked with the same two (2) contractors, Zimbabwe National Water Authority, local City Council, Zimbabwe Electricity Supply Authority, the local community, the University Vice Chancellor for the smooth running of the program on both projects.

2007 – 2009: Pump Marketing Manager - Director, Bearpoint Investments Pvt Ltd, Zimbabwe

- Established agency/distributor partnerships with four (4) internationally renowned pump manufacturers for business growth and sustainability
- Developed business budgets, works planning and segmented the market for respective profitable products supply into the market
- Covered and visited all main clients on a national basis and took charge of national pump sales within the process industry, food & beverage, mining, water utilities, safaris, domestic markets of Zimbabwe and Zambia representing some of Europe, South Africa, China, Spain, and Zimbabwe's renowned pump manufacturers
- Contacted free product training to end users as part of product backup and market competitive edge building process.
- Conducted pump consultancy work for clients including UNICEF, Zambia Copperbelt mines and Zambia manufacturing clients.

2007 – 2007: Exports Marketing Manager, Proplastics Zimbabwe - A PVC pipe and products manufacturing company and a subsidiary of Murray & Roberts

- Assessed the export market of Zambia, Democratic Republic of Congo, Botswana, and Mozambique before preparing a strategy to grow the business to an above budget profit level.
- Established an eleven (11) distributor network throughout the region whilst liaising with other company departments, outside freight and clearing agents to get product out on time to respective markets.
- Assisted the local marketing department penetrate the Zimbabwe mining, farming and local authority market sector clients using acquired pump marketing experience.

1996 – 2007: Marketing Manager, Mono Pumps Zimbabwe - A pump manufacturing company and a subsidiary of Gallaher UK

- Led the company marketing activity including the export market whilst in charge of all four (4) company sales and marketing branches of Harare, Bulawayo, Chegutu and Mutare
- Prepared sales budgets, was involved in product costing, grew the industrial pump market to a never before achieved level of 22% of total company business.
- Grew the export market from 12% to 18% of total sales thus ensuring a positive inflow of foreign currency needed for raw materials purchase.
- Negotiated for the branding of a renowned South African made submersible pump range to a name depicting the Mono Zimbabwe Pumps name.
- Brought on board 3 distributor and agency agreements for the organisation
- Won numerous local and export market contracts for the company ahead of Europe, South Africa, India, China competition to make Mono Pumps Zimbabwe a force to reckon with in the region.
- Managed a forty six (46) distributor team across Zimbabwe, Central, Southern and East Africa.
- Profitably covered and regularly visited the export mining, manufacturing, agricultural and water utilities sectors of **Zambia, Malawi, Botswana, Namibia, and Kenya. Tanzania, DRC, Ethiopia, Mozambique** whilst managing the on time product supply through the stores and accounts departments.
- Introduced the Mono Pumps Zimbabwe free client certified pump training program for end users at our premises and on site for end user as a marketing tool to give a competitive edge to the organisation, was part of the trainers
- Was a member of the organisation's technical and ISO quality control team that saw the company obtain ISO certificate.
- Received the Mono Pumps Zimbabwe worker of the year prize.

Employer: Bells Engineering - Manufacturer - Bulawayo
Period: **1993 – 1995**
Position held: Technical Sales Engineer

Employer: Hubert Davies Water - Harare
Period: **1993 – 1993**
Position held: Technical Sales Representative

Employer: Stewarts and Lloyds – Manufacturer - Harare
Period: **1991 – 1993**
Position held: Technical Sales Representative

- **Main duties:** Undertook pump marketing duties for the above pump manufacturers and distributor, marketed refractory, steam engineering products, valves, steam pipes, PVC pipes, steel pipes, Lister engines, mealie meal grinding mills and air conditioning units to five (5) provinces of Zimbabwe.
- Prepared tender documents and bids for the supply and installation of company products, supervised.

- Supported field workers on installation projects by giving technical supervision support

1987 – 1991: Civil Engineering Technician, Ministry of Water Development - Zimbabwe

- Undertook field land survey works, designed and supervised borehole – river - dam source water supply projects
- Prepared respective budgets for projects to be undertaken and maintained costs during works implementation
- Led civil construction works of dams, storage reservoirs, pipeline systems, treatment plants, maintenance of river channels gauging weirs on Zimbabwe’s three (3) provinces.
- Maximum number of workforce taken charge of was seventy-two (72) this on a dam construction site.

Key Skills

Exceptional negotiator, team builder, team leader, thorough planner, results oriented marketer, human resources manager, partnerships negotiator

Leadership and Communication skills

- Led and lead above budgeted profit making pump businesses over a thirty-one year period (31) through coordinated planning, practical leadership style, communication skills coupled with good human management ability and appreciation
- Guided a number of successful including civil engineering works and community based projects
- Lead and participated as a member of four (4) PTA and schools development associations.
- Was the main person in the successful Victoria High School former students association formation to help bring back glory to the school where am now the association advisory board member after serving for four (4) years on the initial committee including as the association chairperson.
- Worker of the year and team builder award recipient at Mono Pumps Zimbabwe
- High school deputy head boy
- Captained school, college, club 1st XV Rugby and athletics teams, am a former 7 handicap golfer, won numerous local and international rugby and athletics prizes and honours, played provincial schools, club and national team probables 1st rugby.
- Was the senior 2019 and 2022 Harare National Agricultural Show livestock – cattle and sheep judge

References

[Available upon request.]