**NORAH NAKINTU**

Date of Birth: 17th Aug 1990

Marital status Single

Nationality: Ugandan

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**Personal Statement**

I am an Economist, Book keeper and a Specialist in research work with vast experience in data management, data modelling and analysis. I am a specialist in most of the statistical software’s including but not limited to Excel, SPSS, STATA, EVIEWS, EPI, and ACCESS.

My interest in research is understanding the prevailing situation on aspects of development and also data mining and analysis for business intelligence.

**EDUCATIONAL QUALIFICATIONS**

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| Higher Institutions | Dates: August 2018 to date  CPA Level 2 | **Dates: 2011-2015**  Bachelors degree of Arts in Economics  Kyambogo University, Kampala, Uganda |
| **High School** | **Dates: 2009 to 2010**  Uganda Advanced Certificate of Education (UACE)  St Kizito Senior Secondary School Kabowa | **Dates: 2002 to 2006**  Uganda Certificate of Education (UCE),  Mulusa Academy Wobulenzi |
| **Other Qualifications** | * Certificate in computer Applications-data analysis using SPSS, STATA, EXCEL, ACCESS, from Kyambogo University 2015 * Certificate in Advanced Data Management & Analysis from Lida Africa November 2015 | |

**COMPETENCIES & SKILLS**

**Data analysis** – I am able to develop data management systems using access, and advanced excel. I am an expert at data analysis using a number of statistical soft wares such as Excel, SPSS, STATA, EPI DATA & EVIEWS.

**Research** I am acquainted with different research methodologies for both qualitative and quantitative studies.

**Planning and organizing**- I have ability to plan, work and manage priorities, coordinate and monitoring own work and those under supervision. I have good interpersonal skills and the ability to maintain good and effective working relationship in a multicultural and ethnic environment with sensitivity and respect for diversity

**Communication**- I have excellent written and verbal communication skills in English including the ability to describe information in a clear and concise style.

**Some Researches and projects handled**

1. The effect of foreign direct investment (FDI) on economic growth in Uganda.
2. The role of private sector credit on economic growth. The case of Uganda’s economy
3. Predictors of academic performance in Kyambogo University.
4. Determinants of the performance of small and medium scale enterprises in Uganda.
5. The impact of budgetary control on the performance of hotel operations. A case study of Colline Hotel Mukono**.**

**WORK EXPERIENCE**

**September 2017 to date: Airtel Uganda**

**Position: District Manager DM**

-As a DM I am accountable for all the materials delivered in my district, ensuring the smooth distribution and ensuring visibility to its maximum.

-As a DM my major work is to execute all the KIPs and manage teams that is Distributor and aggregator managers, DSRs and Associates, and GPS teams to ensure business growth.

-Through execution I have managed to improve on my SOGA and CMS which has enabled business growth in my District.

-Through management, I have been able to manage company property like EKYC phones, where I have deployed them to specific areas that give me mirage hence more customers onto Airtel thus increasing my market share.

-Also through managing DSRs and Associate all Airtel services have been available in my district like Airtime, ER, Sim packs, and float among others.

-I am also in charge of chairing meetings this is done 3times a week, this has enabled us to know the challenges faced while in the field and immediate solutions have been raised, this has helped business growth as teams feel motivated and work as one.

-I am in charge of designing profitable routes to the distributor, this is in terms of assets like which DSR needs a bike depending on how many customers and how busy is the area. This has helped the Distributor to cut on his expenses.

-As a DM, I am in charge of writing and submitting any report required at any time regarding my district, this has helped me to double check on my performance every week and also it has created a good relationship with my immediate Manager because of the positive response hence business growth.

**May 2017 to September 2017: Airtel Uganda**

**Position: District Airtelmoney Manager (DAM)**

-As a DAM, I was able to bridge the gap between Agents and Airtel this has through provision of Airtel services especially Airtel money, this was via agent recruitment.

-I ensured increment in aggregators earning through training the associates and aggregator managers on the KPIs of the business especially float servicing and this increased from 17% to 74% this enabled me record business growth in my district

-I ensured visibility in the market, this was through encouraging agents about personal branding especially Airtel on top, this increased agent commissions hence agents increased on their capitalization.

-I ensured my agents a not victims of fraudsters, this was done through agent visits and trainings, hence few fraud cases were recorded in my Era.

-I grew the entire agent base by 70%, this was done through recruitment on new and quality agents this enabled me register growth in AirtelMoney in my District.

**2016 Dec to April 2017: Airtel Top Image**

**Position: Airtelmoney Trade Executive (ATE)**

-As an ATE, I was able to bridge the gap between Agents and Airtel this has through provision of Airtel services especially Airtel money.

-I ensured increment in aggregators earning through training the associates and admin on proper running of business especially float servicing as a key parameter.

-I ensured visibility in the market; this was through encouraging agents about personal branding especially Airtel on top this helped to increase their commissions hence agents increased on their capitalization.

-I ensured my agents a not victims of fraudsters, this was done through agent visits and trainings hence few fraud cases were recorded.

-I grew the entire agent base by 40%, this was done through recruitment on new and quality agents this enabled me register growth in AirtelMoney in my District.

**2015 December to 2016 December: Airtel Heritage Telecom**

**Position: Administrator Airtel Money and CSR**

As an Administrator, I was able to bridge the gap between customers and Airtel this was through provision of Airtel services like Airtel Money services and Sim packs.

I managed to ensure banking, book keeping and balancing of books of accounts on a daily.

I put Airtel money Agents on board to start accessing services like float and cash from the Aggregator and not from the bank; this was done through good customer care and service delivery on time.

As a CSR, I activated many customers on Airtel, this was done through Sim registration like EKYC, and I managed to activate them on Airtel money and other Airtel Services.

**2014 Aug to Dec 2015 Tower Safaris and Car Rental**

**POSITION: Accountant and office administrator**

I was in charge of all Office activities like banking, petty cash, book keeping, bank reconciliation, accounts payable and receivables, and customer care.

Delivering mails, and communication in and outside office, updating company website, preparing itineraries, and supervision of coworkers.

**Jan 2010 to Aug 2014 Mwebaza Media Agency Ltd**

**POSITION: Accountant**

I was in charge of all Office activities like banking, petty cash, accounts receivable and payables, bank reconciliation, book keeping, and customer care.

Delivering mails, and communication in and outside office, updating company website,

# PERSONAL ATTRIBUTES

* Well-developed intelligence
* Self-starter
* Result oriented with deadline and quality focus
* Meeting customer needs
* Ability to interact with all levels of humanity empathize
* Hard working and efficient
* Very co-operative, flexible and Willingness to learn new ideas

# INTERESTS AND LANGUAGES

# Interests: Reading, Traveling, Research.

**Languages:** English, and Luganda,Rutooro

**REFEREES**

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| **#** | **Name** | **Position and Organization** | **Phone Number** |
| 1 | Mr Godfrey Mukwaya | National Sales Acquisition Manager  Airtel Uganda | +256752606147 |
| 2 | Ms Esther Birabwa | Managing Director  Mwebaza Media Agency Ltd | +256772180705  +256704433781 |
| 3 | Mr Ronald Kalyango | Chief Editor  Agri Business Digest | +256782427326  +256755427326 |