

Sidibé Idrissa

*7 years of experience in
distribution and sales*

Niamakoro Cité Unicef Bamako

Tel : 70041504

sidibeidriss02@gmail.com

Driver's license

CURRICULUM

2018 | Executive Diploma Master Business of Administration (EMBA)

ILCI - Institute of Languages and International Trade (Bamako)

2010 | Master in Internal Public Law

The Faculty of Legal and Political Sciences (FSJP) (Bamako)

PROFESSIONAL EXPERIENCE

May 02, 2022 - to the present day Agent Operations Regional Lead Kayes | Wave Mali

At Wave, a Regional Lead role will involve :

- Agent Contracting
- Agent Activation & Training
- Agent Ongoing Liquidity Management
- Risk Management and Routine Visitation
- Agent Management
- Build and manage agent network
- Build and manage team
- Set my team up for success
- Lead the agent analysis

October 05, 2021 - May 01, 2022 Agent operations Territory Lead Segou | Wave Mali

At Wave, a Territory Leads role will involve : Reporting to the Regional Lead - Agent Ops, the role holder will oversee all Wave agent network acquiring and operations management for the assigned region and liaising with the respective agent admin teams for attainment of the set targets in the region

June 01, 2017 - October 01 2021 Regional Lead Kayes | CANAL + MALI 2018 - 2020

Territory Lead Ségou and Sikasso | CANAL + MALI 2017 - 2018 Territory Lead

Bamako | CANAL + MALI

My missions revolve around 4 priority areas:

- Management of the performance of the sector (Analysis, commercial objectives, network development and competitive intelligence)
- Commercial animation of the sector (Commercial management, commercial operations and sales pitch)
- Team management (recruitment, training, coaching and evaluation of teams)
- Organization and management (workforce management, inventory monitoring, administrative procedures and debt management)

September 01, 2016 - May 31, 2017 Head of general resources | CANAL + MALI

My role :

- Supply management (purchasing)
- Technical management and stewardship
- Fleet management
- monitoring Operational management
(deployment and support to commercial
operations)

January 01, 2016 - October 31, 2016

E-cash manager | IPC GROUPE (Partner of Orange Nafama, OrangeMoney and Canal +)

My role: Establish and manage the E-CASH service on Bamako (Prospecting and creation of an E-CASH franchise point of sale)

November 01, 2015 - December 31, 2015

Initiator and RSM Project Manager | IPC MALI (Canal + sector partner)

The RSM (Rex Store Mobile) project, a fixed point of sale and at the same time mobile, which contributed to the achievement of the 2015 objectives with more than 5,000 sales of Canal + decoders

July 01, 2015 - December 01, 2015

Sub-sector manager | IPC MALI (Canal+ partner) (Bamako) My role: Manage and develop my network

In my network, I

- Ensures compliance with the CANAL + brand
- Ensures optimal stock management
- Train teams in sales techniques, product and subscriber management methods
- Sets objectives for Authorized Distributors and teams
- Regularly visit and check my points of sale
- Monitor and analyze the performance of my points of sale
- Implementation of action plans to achieve the objectives assigned by Canal + Mali

September 01, 2014 - June 01, 2015

Team leader sales agent | MADTIC (Mali Distribution Tout L'industrie et pour le Commerce) (Bamako)

My role: Management of the sales force (prospecting, monitoring and sales)

July 2013 - July 2014

Customer advisor (Call center) | Team Call center (Orange Mali SA service provider) (Bamako) Call center for the 37070 OrangeMoney campaign for Orange Mali. My role as a tele-advisor is to inform, guide, advise customers on the OrangeMoney service, if necessary to unblock and reset the customers' accounts while taking their complaints in the event of loss or their suggestions for improving the service.

June 2012 - June 2013

Customer advisor (Call center) | Team Call center (Orange Mali SA service provider) (Bamako) Telephone advisor on Orange Mali's 7400 campaign. My role as a tele-advisor is to inform, guide, advise and sell Orange Mali products to customers.

SKILLS

Management
Network management
Network development

COMPUTER KNOWLEDGE

Microsoft office | Word, Excel, PowerPoint, PDF, PowerBI, Outlook ...
Internet browser | Internet Explorer, Firefox, Google Chrome....
Google Sheet, Slide
Slack

LANGUAGES

Fluent French
Bambara (national language) - Fluent
English - Basics

PERSONAL HOBBIES AND INTERESTS

Reading
Travel
Soccer