**ENTERPRENOUSHIP BUSINESS PROFILE.**

**PERSONAL PROFILE & EXPERIENCE**

Name: Lilian B.C. Sambu

Education: Degree.

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**2016**: Reginal Coordinator of Tanzania Athletics Association who engaged entrepreneurs & won.

**2016:** SIYB Association of East Africa under ILO as a business trainer & consultant of SMEs.

**2016**: A girl regional youth ambassador of British council in Next Gen project on girl’s position for education & economical contribution in the community opportunities.

**2017**: Founder & Chair person of Eco mazingira Community based Organization **(CBO)** working with youth & women from rural to urban on environmental conservation economic activities as beekeeping etc.

**2017**: Business trainer& mentor of **Compassion international youth** I empowered 6 of them from 20 out of 200 youth in Dodoma Region to win the pride on Business plan competition awarded by the Ministry of affair, labor, employment, youth & Disabled in Tanzania.

**2017**: Researcher on 5% from municipal council fund for youth empowerment in Dodoma Region by SNV.

**2018**: Sokoine university graduate entrepreneur cooperation **(SUGECO)** Agro business regional youth representative and trainer.

**2018**: International Institute of Tropical Agriculture **(IITA)** youth agriprenour representative.

**2018**: The winner of Young Innovators, Entrepreneur, Leadership and Development **(YIELD)** between Tanzania & Ghana of 2018 by Michigan University in USA.

**2018**: Tanzania Chamber of commerce, agriculture and industrialization Youth Association **(TCCAI-YA)** Regional chair person and I am a Tanzania Women Chamber of Commerce **(TWCC)** member.

**2018**: Chief executive officer of Lilany Business Company Limited **(LBCL).**

**BUSINESS PROFILE.**

**BUSINESS VISION:** Empowering of Tanzanians from normal entrepreneurship and production into profitable business development & industrialization.

**MISSION:** Empowering women and youth entrepreneurs from daily money leaving to commercial level. Transforming the community and young graduates from challenges complaining into solution providers for economic, social, and environmental, politically for sustainable development.

BUSINESS BACKGROUND, I started engaging myself in entrepreneurship at the age of 6 years, when I was at school I engaged myself in vegetable farming and producing some products & sell to my fellows this created me much with experience with confidence and knowing how to save people as well as identify communities challenges this means entrepreneurship is my passion .2012 I devoted 200,000 Tshs from the grant that I was been given by the government loan board as loan I was selling grapes & baobab powder from Dodoma to Arusha were generated 3,000,000 within a year but the one I was doing business with she escaped with the whole money and I left one month to finish my studies I was sad with no where to start.

2013 I started again with 25,000 Tsh from my transport fee that I used when I finished my studies. I stared producing Organic Detergent & Disinfectant production trained by my aunt then I attended SIDO seminars to improve my skills on detergent & food value addition while continuing selling to home users and few shops but I faced a lot of challenges as slow moving of the product, high competition, low price and quality TFDA & TBS which made me to change the target clients to bulk direct users & producing other new skin products too from local seeds as baobab, coconut, castor oil, groundnuts etc which supported my business to grow from 20 liters to 1000 liters per month. 2016 I passed to join SIYB association of East Africa under ILO to join TOT class for becoming a Business trainer & consultant through the profit I managed to pay for this training fee.

**OUR BUSINESS SERVICES**.

Organic Detergent & Disinfectant production, Business training & Consultation services providers, Food & fruits value addition.

**TARGETING MARKET:** Individuals& bulk buyers, Private & government institutions, international organizations, Supermarket, institutions, hotels, industries etc.

**BUSINESS SUCCESS.**

Increase sells from 20liters to 1000 liters per month, Increase of organic skin & hair care products from local seeds& fruits for skin & hair protection from dandruffs, skin treatment from toxic chemical cosmetics users, sun protection, ant aging etc for protecting skin cancer. Buying of a piece of land for industrialization building, I have managed to register my BDSP & Consultant firm that have already reached and save more than 2,500 youth, women & man in Tanzania from different sector as agribusiness, industrialization, environment, education etc on entrepreneurship skills, technical trainings, business plan, record keeping, costing, financial literacy, savings, use of technology &innovation marketing, policy & advocacy, food vale addition, post & pre harvest, designing of projects, M&E etc. Employing 10 people as food chemist & specialist, chemist, advocate ICT & marketing, Accountant & administrator, directors, trainers, producers and though 7 of them are not permanent .We do also grapes value addition on small amount though we expect to expand in future.

**BUSINESS CHALLENGES**

Processing machine (detergent mixer) as to present we use manual ways in production which limit us on production & affect our health, lack of good packages and building for production, inadequate law materials to support high production with different varieties, More technology skills, TFDA & TBS limit us from market expansion & increase employment, Fruit Value addition processing machine. From the picture below are some of our products and services.

  