

Hamis Nyampesi - Personal Business Profile

Location: Msaka Fish Landing Site, Malawi **Phone:** +265 (0) 991 478 300 **Email:** hnyampesi89@gmail.com

Founder and Managing Director, NYAMPESI Fish Products

Business Overview: Founded NYAMPESI Fish Products in March 2016. The business specializes in purchasing fish directly from fish processing Cooperatives, fully drying it using solar tent fish dryers, and packaging it. These products are distributed to chain stores and supermarkets on a wholesale basis in Malawi, Zambia and DRC. Currently, we are expanding our operations to act as a bulk buyer and consolidation agent for small-scale fish processors.

Achievements & Contributions:

- **Business Optimization:** I have increased production capacity to meet the growing local and international market demand.
- **System Efficiency:** I implemented solar tent fish dryers and fuel-saving Changu-changu stoves for sustainable processing.
- **Growth Strategies:** I have expanded our distribution network to chain stores and supermarkets, enhancing our market reach both locally and International.
- **Competitive Edge:** I differentiated our products from the main competitor, HengaHenga, Oyamba General Traders, Prisdith Fisheries and local fish traders, by focusing on sun-dried and smoked fish products.

Business Objectives:

- To provide consumers with high-quality and safe fishery products while improving the livelihoods of small-scale fish processors.
- To expand operations and increase production capacity to cater to the growing market demand.
- To act as a bulk buyer and consolidation agent for Cooperatives and small-scale fish processors, enhancing the overall efficiency of the supply chain.

Personal Background: With extensive experience in fish processing and marketing, I am dedicated to improving the quality and hygiene of fishery products available to Malawian and international consumers. My advanced training in fish post-harvest loss management and entrepreneurship has driven my passion for setting up a business that addresses the needs of the market effectively.

Key Skills:

- Fish Processing
- Marketing
- Business Development
- Strategic Planning
- Market Analysis
- Entrepreneurship