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DMT Consultants Ltd. is a Uganda based training and business consulting firm that seeks to grow businesses. DMT partners with individuals, enterprises of all sizes and institutions to create profitable markets – a space where customers are willing to purchase what sellers have to sell at the seller’s requested price; a true indicator that the product or service offered meets market needs. DMT prides itself on providing clients with the practical tools that make this possible, including but not limited to equipping clients to gain a data driven understanding of their own capabilities, market dynamics, customer acquisition and retention techniques. This focus on the building of long term sustainable trade relationships be it at the micro, mezo or macro level, results in the creation of profitable markets. To further drive the firm’s message home, DMT recently published a practical, case-based customer service handbook entitled “Keeping Customers and Getting Their Friends Too!” In a humorous tone, the book uses predominantly African examples to drive home customer acquisition and retention principles.

Undertaking assignments in domestic, regional and international trade across a variety of sectors, DMT’s project portfolio spans East, West and Southern Africa. Past clients include TradeMark East Africa, the East African Business Council, Kampala Serena Hotel, Uganda Women Entrepreneurs Association Ltd. as well as a wide range of micro, small and medium sized enterprises, primarily women-owned.

DMT’s lead consultant Ms. Dorothy M. Tuma is a seasoned international consultant who belongs to several international consultant networks and regularly conducts export marketing and management assignments for the International Trade Centre and the Netherlands Centre for the Promotion of Imports from Developing Countries.

DMT also boasts a team of four seasoned and highly skilled associate consultants, who each bring several of practical experience to the table.

DMT specialties: training and consulting in - market research, business diagnostics, strategic, business and marketing plans, customer service (acquisition and retention), gender issues in trade, value chain management and public/private partnerships.