

# Curriculum Vitae

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## ***BIOGRAPHICAL SUMMARY***

SCOTT JAMES ROBERTSON

Known as "Scottie "

*I.D No: 820625067087 Resides in Lonehill - Sandton, South Africa*



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## **QUALITIES**

- HIGHEST LEVEL OF STANDARDS
- ASSERTIVE
- ENTHUSIASTIC
- ANALYTICAL
- KEEN SENSE OF RESPONSIBILITY
- ORGANISATION SKILLS
- COMMUNICATIVE AND INTERPERSONAL SKILLS
- WILLINGNESS TO LEARN
- VERSATILE

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## **EDUCATION**

2000, Matric through St Albans in Pretoria (IEB)

2002 to 2003, B Com Marketing Management through RAU (Rand Afrikaans University)

Subjects:                   Economics 101 and 102, Interpersonal communication, Business Management 101 and 102,

2004 to 2005, B Com Marketing Management through UNISA

Subjects:                   Statistics 101 and Economics and Management Environment 101 and 102

2012, Business | Communication Skills Holdings

Completed: Dimensions of Professional Selling

2013, PM.Ideas

Completed: Fundamentals of Project Management

Completed: CAPM Preparation Program

2014, Advancemobility

Competed: Miller Heiman – Strategic Selling

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### **Work history and performance**

**11/18 – Present** FIND MY FIBRE – DIVISION OF THE THINK GROUP (PTY) LTD

**BACKGROUND** Find my Fibre is not a story about selling products but rather enhancing the user experience when engaging with fibre technology. I identified the need to re-invent the application process and streamline the customer journey when selecting fibre to the home products within RSA. Through strategic insight, latest technology and wide understanding of the ISP space, I created [www.findmyfibre.co.za](http://www.findmyfibre.co.za) – for further reading and understanding please visit the site

<https://www.findmyfibre.co.za/about-us/>

<https://www.findmyfibre.co.za/reinvents-the-fibre-application-process/>

<https://mybroadband.co.za/news/industrynews/313319-reinventing-the-fibre-application-process.html>

<https://web.facebook.com/watch/?v=1168820019970655>

<https://web.facebook.com/watch/?v=449252025714475>

<https://web.facebook.com/MixFM93.8/posts/win-1-year-free-fibre-with-find-my-fibre-to-enter-simply-follow-the-4-step-order-/2613716855376002/? rdc=1& rdr>

**POSITIONS HELD** Founder and Commercial Director

**DUTIES**

- ❑ Business set up – Business charter (Policy documents, Statutory documents, Legal compliance) Management methodology, customer workflow management.
- ❑ Company profile, Brand bible and prospect documents
- ❑ Website development – strategic workflows, agile methodology and kaizen methodology. Continuous improvement and maintenance
- ❑ Contract management, both legal and production resulting in negotiations culminating in agreements with 8 of RSA's top ISP's

- Call centre management and operation management– technology and workflows for best results
- Revenue management – billing, ARPU management, etc etc
- Lobbying local investment – seed and growth capital
- Digital marketing – on the move campaigns, latest trends and agility
- People management – Identifying best skills for lead job types
- Strategic direction – New business B2B engagements
- Lead PR spokesperson – MyBroadband, various radio stations and all public announcements and communication
- EXCO and Board meetings

08/15 – 11/18 RSAWEB (PTY) LTD – DIVISION OF RAMP GROUP

*POSITIONS HELD* Channel Manger

*DUTIES*

- Enhancing key relationships with strategic B2B campaigns in the northern areas of South Africa
- Maintaining relationships with current suppliers
- Driving new product strategies through multi-tiered relationships
- Maintaining good will and relationships with key stakeholders
- Managing internal customer expectations through new business initiatives

05/14 – 07/15 ADVANCEMOBILITY (PTY) LTD – DIVISION OF ADVANCENET GROUP

*POSITIONS HELD* Account Manager

*DUTIES*

- Driving sales through understanding customer's key strategies and adopting them into modules to create visibility throughout their field force.
- Increasing current business by understanding customers SWOT, consulting with key stakeholders and driving out new processes.
- Drawing up project charters to drive rollouts to customers field force.

02/13 – 5/14 PM.IDEAS (PTY) LTD - BRYANSTON

*POSITIONS HELD* Sales Consultant

*DUTIES*

- Identify trendsetting ideas, screening potential business, client relations, new concept development in the Project Management Space and rollout of new product.
- Screening potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options and resolving internal priorities
- Managed relationships with a personal client base of 100+ clients

01/08 – 1/13                    RESORTS CONDOMINIUMS INTERNATIONS (RCI) – Sunninghill

*POSITIONS HELD*    Account and Product Procurement Executive

*DUTIES*                    Duties

- Purchasing, client retention, client relations, new product development and rollout of new product. Global reporting
- Servicing of affiliate resorts and maintaining strong working relationships with RCI, Ensure stock levels are kept at optimum levels to ensure call centre is effective in sales. Manage resort refurbishments, buy backs and bulk banking initiatives

03/06 – 01/08                    RESORTS CONDOMINIUMS INTERNATIONS (RCI) – Sunninghill

*POSITIONS HELD*    Product Procurement Executive (Revenue Management)

*DUTIES*                    Duties

- Feasibilities on all RCI rental deals – existing and new
- Ensuring maximum yield on current call center stock
- Manipulating fee's to maximize RCI profits
- Identifying promotional stock to ensure no breakage on inventory

03/05 – 02/06                    RESORTS CONDOMINIUMS INTERNATIONS (RCI) – Sunninghill

### **Sports and Recreation**

- Inter-provincial hockey – North Gauteng (High School)
  - o Tour to Australia, New Zealand and Singapore
- Midmar Mile finisher
- Long distance running which culminated in completing the Comrades Marathon (back-to-back finisher)
- Social golf and Fly fishing enthusiast

**Reference: ON REQUEST**