

GAWAIN VISAGIE

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PROFESSIONAL AIM

To work in a forward thinking environment where I can use my previously gained skills to improve and advance the business and become a truly valuable asset by challenging the norm and striving for perfection while working within a team environment.

KEY SKILLS

- **ACHIEVEMENTS**
 - Attained my Masters Degree in Business (MBA) in 2010.
 - Managed a store that showed 6 years consecutive growth with the last 2 years showing best Revenue and Net Profit growth in the country.
 - Received numerous awards for Achieving Sales Targets.
 - Part of the global team that signed the biggest account in the EMEA region in the past 3 years for DHL Global Forwarding.
 - Part of the team that effectively implemented the account in just over 30 days (when in fact this should have been a 3 month implementation).
 - Signed the No.1 account for UTi Freight Forwarding.
 - Signed 3 of the Top 10 Accounts for UTi Freight Forwarding.
 - Signed the No.3 account for UTi Production Logistics.
 - Designed 3 x Transport Milk-runs for 3 major OEM's (SA and abroad)
 - Received award at Circle of Champions for exceeding Sales of R15 Million Rand in one year.
 - Lectured at NMMU (Entrepreneurship) 2013.
- **MANAGEMENT SKILLS**
 - Team of 45 – 50 at Sportsmans Warehouse.
 - Managed two teams: Residential (20) and Commercial (12) which controlled a property portfolio worth over R750 Million.
- **COMPUTER SKILLS** – MS Powerpoint, MS Word, Advanced MS Excel, MS Outlook, Focsls, eMpower, MDA (Property Software), Retailman.
- **REPORTING** – Profit & Loss, Stock Loss, Top Sellers, Account Overviews
- **KEY ACCOUNT MANAGEMENT**
- **HR & DISCIPLINARY SKILLS**
- **PROJECT MANAGEMENT**
 - Managed the team that developed the New Times Square shopping centre.
 - Managed 2 Store revamps at Sportsmans Warehouse
- **LOGISTICS KNOWLEDGE** – Imports, Exports, Customs Clearance, Courier, Trucking (LTL/FTL), Milkruns, Warehousing, Value-Added Services, Supply Chain Assessments.
- **TOASTMASTERS**
 - Competent Communicator – CC1
 - Best English Prepared Speech Award – 2010

KEY INTERESTS

- Investing on the stock market (Johannesburg Stock Exchange).
- Maintaining a healthy lifestyle through Running, Cycling and Touch Rugby.
- Spending time with the family.
- Reading inspirational books
- Protecting the Environment and going "Green".

EMPLOYMENT HISTORY

April 2013 – Present

DHL Global Forwarding (Pty) Ltd

Automotive Sector Head

- Design Automotive Strategy
- Work with global team to align strategy and target accounts
- Design Value Propositions to differentiate the brand
- Build the Automotive Team
- Grow the Sector and achieve targets
- Sign and implement new accounts
- Assist Trade Lanes with target clients
- Negotiate rates with Service Providers
- Assist team to ensure Operations and Sales are aligned to deliver client excellence
- Work with other DHL Business Units for collaborative DHL Solutions

Jan 2008 – March 2013

UTi South Africa (Pty) Ltd

Business Development Manager

- Prepare and achieve Budgets
- Co-ordinate and liaise with Operations (Nationally & Internationally)
- Design and present Logistics Solutions
- Risk Assessments
- Account Implementation & Management
- Capture and Manage Sales Pipeline
- Train & Develop Staff
- Customer Care

May 2006 - March 2007

Denton Properties

General Manager

- Managed Commercial and Rental Properties exceeding R750 Million
- Managed a team of 25
- Media Liaison
- Implemented and created Personnel Files
- Implemented property software.
- Manage Rental Incomes
- Monthly Management Reporting and analysis
- HR and disciplinary Issues
- Project Management (New Developments)
- Maintenance Management

June 1997 – March 2006

Sportsmans Warehouse

Branch Manager

- Manage team of 50
- Turnover - Exceed Monthly and Annual Targets
- Customer Care – All complaints/concerns
- Monthly Management Reporting and analysis
- Stock Management (18 000 different products)
- HR & disciplinary Issues
- Implement and Manage Procedures
- Project Management – 2 store revamps
- Guest Speaker – Major Sporting events/seminars
- Cash Management – Balance Cash daily
- Warehouse management – Control Backup Inventory
- Train & Develop Staff
- External Sales – Schools / Government

QUALIFICATIONS

2010	MBA – NMMU
2002	Programme in Retail Management – UNISA
1993	Matric Exemption – Northwood boys High School (KZN)