

Jacob Botha
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PROFESSIONAL SUMMARY

I have 8+ years of experience in management, with a dynamic drive to be a pioneer in company growth. Business has always been my passion, talent and calling. I have been in both service and product-offering companies with great experience in working together with many people. I have been privileged to be co-founder of a \$ 6 million annual revenue manufacturing company where I later took the responsibility of Managing Director.

SKILLS

Leadership. I can apply situational leadership needed in the working environment.

Strategic thinking. I can execute a vision and also high standards in doing this.

Technical and technology skills. I have a wide range of technical business skills and I have also learnt the importance of how technology impacts the way we do business.

Team and relationship building. I am more interested and skilled in developing my team, a world-class leader must be able to develop an exceptionally strong leadership team and cannot succeed as a brilliant one-person player.

Communication and presentation. I am a fluent speaker to varied audiences and have the ability of excellent presentation skills.

Change-management. I am a change driver and able to lead a transformation/change agenda.

Integrity. I have a reputation for ethical conduct including personal integrity and ethical behavior.

WORK HISTORY / EXPERIENCE

08/2016 to Current **General Manager Southern Africa**

Africa Fertilizer Corporation (PTY) LTD - Sandton, Johannesburg, South Africa

Manufacturer of granular synthetic fertilizer for application in the Agricultural and Mining industry, focused on multinational business.

Successfully concluded sale contracts to the value of \$ 17 million in 6 major fertilizer markets namely:

Namibia, Botswana, Zambia, Malawi, DRC and South Africa. This was accomplished within 4 months.

Managed all aspects related to legislation requirements of foreign countries for export.

Administered daily operations to ensure policies were adhered to and understood by sales staff.

Directed recruitment and staff development initiatives to maximize productivity and revenue potential through development of a sales team.

Cultivated strong business relationships with customers to drive business development.

Planned and executed marketing strategies in collaboration with sales management.

Established the AFC brand as a notable supplier of fertilizer.

10/2013 to 08/2016 **Managing Director & Co-Founder**

NPK Man Fertilizer - Breyten, South Africa

Manufacturer of granular synthetic fertilizer for application in the Agricultural and Mining industry of South Africa.

Directed and managed over 60 employees.

Implemented the company's own logistics fleet.

Consistently exceeded goal for expansion into new markets, achieved an average of 51% growth in new sales per year.

Contributed to the personal development of staff members in teaching and assisting them in how to perform under high pressure and to achieve their full potential within the company.

Established a dealer expansion strategy to assist vendors and salespeople in the financing of certain transactions. Some notable vendors include Cargill and BHP Billiton.

06/2010 to 10/2013 **Operations Manager & Co-Founder**

NPK Man Fertilizer - Breyten, South Africa

Manufacturer of granular synthetic fertilizer for application in the Agricultural and Mining industry of South Africa.

Managed cost-effective plant production and logistics while maintaining exceptional client-service levels and timelines.

Developed and implemented ISO processes, with no discrepancies or infractions noted during initial audit.

Introduced new innovative products to the company product catalogue creating a competitive advantage against competitors, these products were developed in cooperation with AECL and Lake International Technologies.

Created financial models with forecasted revenues and cash flow projections, these projections were always met with a variation of no more than 5%.

04/2008 to 06/2010

Project Manager

Vodafone SA / Afrigis (PTY) LTD – Pretoria, South Africa

Mobile telecoms company with Afrigis division specializing in Geographic Information Systems.

Headed a successful data-capturing project prior to the 2010 soccer world cup, capturing data countrywide for building virtual maps, lead a team of 16 people.

Managed a Coca-Cola data-capturing project, built a database consisting of all Coca-Cola outlets and depots throughout South Africa. The success of the project lead to the company being awarded a second term contract.

EDUCATION

02/2007 to 06/2010

Bachelor of Commerce Business Analysis

University of Pretoria

Modules Completed:

Computer literacy 111

Information literacy 121

Economics 110

Economics 120

Academic literacy (1) 110

Academic literacy (2) 120

Informatics 112

Informatics 153

Informatics 163

Informatics 181

Communication management 184

Business management 114

Business management 124

Statistics 110

Statistics 120

Discrete structures 115

Business law 210

Business law 220

Business ethics 251

Informatics 154

Informatics 164

Informatics 214

Informatics 225

Business management 210

Business management 220

Discrete structures 115

Informatics 261

Informatics 271

Informatics 272

PERSONAL

Born: Ermelo, South Africa (1988)

Single, no children

Interests: History, Travel, Water sports and Music

Countries I have travelled to include: Botswana, England, France, Italy, Malawi, Mauritius, Mozambique, Namibia, Qatar, Swaziland, Turkey, USA, Zambia and Zimbabwe

Cities I have visited in the USA: Atlanta, Las Vegas, Miami, New York, Orlando, Los Angeles, San Francisco and Denver