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Address:

17 Hattingh Road, Summerstrand, Port Elizabeth, South Africa.

Date of Birth:

15 April 1973

ID Number :

7304 155190 084

Passport:

South African & E.U (Italian)

Passport Number:

SA - A0022890 / EU - AA2660545

Drivers Licence:

Code B & Heavy Goods Vehicles (SA)

Nationality:

South African/Italian

Marital Status:

Single

Languages

English

Afrikaans

Basic Spanish

I come from a background of business from an early age and understand the fundamentals and principles of business. My work career has been built on a variety of roles and industries. I'm not only used to wearing different hats in work situations but am a person that can adapt and have the capacity to learn and apply new information quickly and accurately. I also pride myself as someone who is resourceful and can get the job done. My current objective is to obtain a position that will utilise my skills and allow myself an opportunity to prove myself as a hard worker and to be an asset to the company.

Angelo

Experience

General Manager • 1 December 2020 – 30 September 2024

Kuban Chetty Attorneys, South Africa

Duties:

- All duties associated with the management of a Guest House/Boutique Hotel/Air BnB.
- All duties associated with the management of student accommodation.
- General Managerial duties included and not limited to:
 - Management of staff
 - Management of premises
 - Matters incident thereto
- Provided managerial and administrative support when the employer so directed to the following businesses/practices:
 - Winchester Place Guest House
 - Steers Walmer Park
 - Student Accommodation
 - Silver Snow Co
- Market and promoted the various businesses, as aforementioned and any further business interests that arise.
- Any further matter that the employer wanted me to attend to, whether managerial, administrative or otherwise.

Financial Sales Consultant • June 2020 – November 2020

Old Mutual, South Africa

Duties:

- Prospecting for New Business.
- Advising clients to develop a personalized financial plan.
- Working with advanced computer programs such as Xplan, OM Secure Services and OM Front Office to conduct a Financial Need Analysis and construct a Goal development model.
- Setting up sales targets that help me focus on achieving my monthly targets.

Education

Woodridge College

Qualification: Matric 1990

SUBJECTS PASSED: EnglishFirstLanguage, Afrikaans Second Language,Biology, Science, Math's, Geography.

PE Technikon: 1991 -1993
Marketing & Sales

Hobbies

Sport, Fitness and Socializing.

References

Simone Swanepoel

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Aubrey Sacks Plumbing Supplies
326 Kempston Rd, Port Elizabeth
Thyss Van de Merwe
+27 84 781 0392

Cafe Royal Restaurant Mrs. Dee Knuth
37 Calle Los Volcanes, Lanzarote, Spain
+34 928 511 862

Coastal Demolishers Mrs. Francesca
Bekker
Plot 60 Lovemore Park, Port Elizabeth
+27 82 657 7337
+27 41 453 2164

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Processing orders and ensuring timely delivery.
Reaching monthly sales targets.

Field Sales Executive - October 2018 – February 2019

Heinz London, Mirror Marketing, England

Duties

- Visiting Foodservice customers within a defined territory, types of outlets include: Bars / Restaurants / Take Away / Cafes / Fish & Chip Shops / Sports Venues etc.
- Generate sales among your customers, including upselling and cross-selling.
- Develop and maintain long-term relationships with your customers.
- Identify opportunities to grow business with existing customers.
- Ensure KPIs and Targets are met Journey planning in order to travel around the visits in the most economical way.
- Stock Management.

Internal Sales Consultant - July 2017 – December 2017

Convergys UK, England

Duties: *Reporting to department manager.*

- Business to customer sales - Employed as a tele-sales adviser, working on
- the O2 additional connection campaign.
- Product knowledge of latest mobile phones, tablets and sim card
- deals.
- Process orders efficiently using advanced software programs.
- Worked towards achieving monthly sales targets by closing sales.
Maintaining a positive outlook during adversity and highly competitive situations.

External Sales Consultant - January 2014 – April 2017

K.L Agent, Eastern Cape, South Africa

Duties: *Reporting to the owner.*

- Business to Business Sales, selling of non-perishable food products in the
- FMCG market to supermarkets and wholesalers.
- Reach out to new business through cold calling, cold calling (50%) and
- servicing existing clients (50%)
- Establish, develop and maintain positive customer relationships.
- Perform cost-benefit for customer and explain advantages of product to customer.
Ensured effective merchandising of the products in the store
Problem solving, monitoring stock levels, ensure repeat business, customer queries and maintain allocated territory.

Reason forleaving – Resigned to pursue opportunities abroad in the UK.

Owner/Operator ▪ 2011 -2013

Manhattan's Cocktail Bar

Duties:

- Keeping up to date with licensing legislation and taking legal responsibility for the premises.
- Renovated the building and looked after the condition of equipment and maintained the premises.
- Recruit, train and delegate staff and work out their shift rosters.
- Ensure a happy and comfortable atmosphere in the bar.
- Interact with all bar guests and also deal with difficult customers.
- Do regular stock takes and order stock as necessary.
- Liaise with suppliers and arrange promotions.
- Organize entertainment and functions.
- General management duties such as cash-ups, monthly reports, payroll, filling invoices, banking and paying accounts

Reason for selling business – Was offered an opportunity to further career and gain experience in the FMCG market.

Demolition Project Manager ▪ 2008 - 2011

Costal Demolishers and Plant Hire

Duties:

- Project planning and implementation
- Obtain necessary permits and documentation before commencing demolition works.
- Assemble all necessary safety equipment and obtain the services of a Health & Safety officer.
- Recruit all necessary staff and labor

Reason for leaving – Retrenched due to change in ownership of business.

Assistant Real Estate Agent ▪ 2008 Part time

Remax Properties

Duties:

- Meet with home owners to evaluate property and secure mandate to sell property.
- Advice seller on how to make homes more inviting and appealing to potential buyers.
- Promote sales of properties through advertising and open houses.
- Negotiate the sale of property between seller and buyer.

Owner/Operator – 2006 - 2008

Mr Video- DVD & PlayStation Franchise

Duties:

- General management of store, opening and closing, daily cash- ups , banking, selecting and ordering of stock, compiling management reports to the franchisor, managing cash-flow of accounts ,staff scheduling & keeping an attendance register.
- Liaise weekly with franchise head office in regard to promotions, brand management and new products.
- Maintaining brand management to set regulations.
- Attend monthly franchise meetings and presenting a full report on the business development.

Reason for selling business – To pursue different opportunities in another field of work.

Head Waiter – 2000- 2005

CafeRoyalRestaurant - Lanzarote, Spain

Duties:

- Worked FOH for a fast-paced restaurant and cocktail bar on the busy island of Lanzarote.
- Good service and atmosphere for the European tourist market.
- Assistant to the owner.
- Barman, waiter , host , PR.

Reason for leaving – Returned to South Africa.

Owner/Operator – 1995 - 1999

FamilyAffairLaundry, SouthAfrica

BACKGROUND INFO: I started my own business in a central part of the city. My initial equipment was 5 washing machines and 5 tumble dryers. My business served the walk-in customer plus I collected dirty laundry from restaurants and small hotels in the city. I built this business with a steady growth and sold it for a profit.

Duties:

- Secured andnegotiated contracts with restaurants & hotels to collect, clean anddelivertheir laundry at an affordable rate daily.
- Maintainedtheexisting client base and developed relationships with new clients.
- Didregularmaintenance on the machines and equipment to ensure optimumproductivity.

Soldthebusinessforaprofit to pursue a career overseas and travel.