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Position Applied For:

Candidate Name:
Petrus Prinsloo
MPC Consultant Name:
Colleen Stevenson
MPC Consultant's Contact Details:
(021) 552 8048
Date Referred:
17 November 2016

Personal Details
Surname :
Prinsloo
First Names :
Petrus
Nationality :
South African
Language Proficiencies :
English and Afrikaans
EE/AA Status :
White male
Availability :
Immediate
Current Salary :
R18 000.00
Expected Salary :
R20 000.00 plus petrol

Career Summary
Company
Position
Duration
Aramex International
Sales - Key Accounts
Jun 2015 - Jan 2016
Ashbrook Properties
Broker
Mar 2016 - May 2016
Fibre Connect
Area Sales Manager
Aug 2014 - Jun 2015

Candidate Summary

"After completing a one-year course in Personal Training at Exercise Teachers Academy in Stellenbosch, I left South Africa to work as a Personal trainer, Spa Manager and Assistant Manager on some of the world's largest 5 star cruise ships. Product and service sales formed an integral part of my day-to-day duties as a Spa Manager, Assistant Manager and personal trainer.

During the time I worked on the cruise ships, I obtained valuable experience in sales techniques while serving clients from various nationalities, and with different needs.

Since my return to South Africa in March 2007, I worked for several marketing and sales companies, and gained valuable knowledge and skills in the marketing and retail business.

In 2010 my attention shifted to property and this is where I found my true passion.

on.

I am a highly self-motivated individual, and a fast learner, who always pursues new ways and techniques to improve my own skills in order to excel in the work I do. I am a firm believer of continuous improvement.

I am a well groomed, outgoing person who loves to work with people, and understand the power of total client satisfaction in order to achieve best revenue income and the generating of profit in the retail environment.

I am proficient in English and Afrikaans. I work well under pressure and always strive to reach or exceed my targets.

Should you be willing to make me part of your company you can be assured of a hardworking, dependable team member with high integrity and the urge to become an invaluable asset to your company."

Academic History

Qualification :

Matric

Date Completed :

2002

Institution :

High School Vredendal

Computer Skills

Programs/Systems :

MS Word

Access

Outlook

MS Excel

PowerPoint

Project

Additional Training and Skills

Attended 6 (six) advanced Retail Courses in London at Steiner Training Academy

Attended 4 (four) advanced communication courses in London at Steiner Training Academy

January 2003 - November 2003, Stellenbosch - Exercise Teachers Academy

Certificates: 2013 Real Estate NQF 4

Petrus Prinsloo
Resumé of Career to Date
Company Name :
Attach - A (Owner)
Type of Industry :
Hardware
Period of Employment :
March 2016 - May 2016
Position :
Self Employed
Duties :

Design hardware attachment, go it patented, manufactured and being sold. All work has been contracted out.
Reason for Leaving :
Needs a new challenge

Company Name :
Aramex International
Type of Industry :
Logistics & Supply Chain
Period of Employment :
June 2015 - January 2016
Position :

Duties :

Sales Representative
Finding new business
Communicating with operations
Servicing new and existing customers
Reaching sales targets
Reason for Leaving :
Not suited to Industry

Company Name :
Ashbrook Properties
Type of Industry :
Property
Period of Employment :
March 2016 - May 2016
Position :
Broker
Duties :

Broker

Selling and letting of industrial and commercial properties

Selling and letting of sectional title properties

Survey industrial areas for new business

Marketing properties

Dealing with an extensive database of investors on a day to day basis

Drawing up Contracts (Deed of sales and Lettings)

Property development

Reason for Leaving :

Promises made were not kept regarding payment

Company Name :

Fibre Connect (Under Annenberg Property)

Type of Industry :

Telecommunications

Period of Employment :

August 2014 – June 2015

Position :

Sales Manager

Duties :

Doing contract work for Vodacom as area sales manager

While working for Annenberg Property Group, Vodacom approached Dudley Annenberg (Annenberg Property Group Owner) Asking if he could assist in Vodacom's new Fibre Optic Product. Being a broker we know a huge amount of owners and also have the necessary skills to speak to the right person in the shortest time possible.

The work done consisted of three faces

Phase 1: Surveying the Northern Suburbs to determine the most visible areas for deployment of the fibre product. Going from door to door to determine where the most interest is in the product.

Phase 2: Using the information gathered from the survey to start the sales process.

Phase 3: Signing agreements with trustees, body corporates and owners to install the product in buildings, business parks and shopping centres.

Unfortunately after all the work I have done Vodacom decided to put the project on hold and therefore am looking for a stable work with the potential to grow.

Doing this work extending network clients even more.

Reason for Leaving :

Fibre did not materialise as per Vodacom promises and the company closed

Company Name :

Annenberg Property Group

Type of Industry :

Property Group

Period of Employment :

June 2010 – August 2014

Position :

Broker

Duties :

Broker

Selling and letting of industrial and commercial properties

Selling and letting of sectional title properties

Survey industrial areas for new business

Marketing properties

Dealing with an extensive database of investors on a day to day basis

Drawing up Contracts (Deed of sales and Lettings)

Property development

During the past five years I have gathered a large database of buyers, properties for sale investment properties and Investors. I believe I will be an asset to any company that deals with property. The database covers all the industrial and commercial areas of Cape Town.

The investors that I have been dealing with will invest in anything from small free-standing units with leases in place to industrial parks and shopping centres

Reason for Leaving :

Was tasked with opportunity to run with Fibre connect project

Company Name :

Stuttaford Van Lines

Type of Industry :

Logistics

Period of Employment :

December 2003 - February 2007

Position :

Sales Representative

Duties :

Sales rep

Finding new clients to improve revenue

Attending weekly sales meetings and training

Logistics national and international

Service and maintaining clients after the sale

Reason for Leaving :

Retrenchments were on the cards and was moved over to Pickford's which has always been major competitor

Company Name :

ADT Corporate

Type of Industry :

Security

Period of Employment :

April 2007 - November 2008

Position :

Sales Representative

Duties :

Sales rep. Retailing alarm systems

Finding new clients to improve revenue

Running a call centre to make appointments

Training new employees sales skills

Attending weekly sales meetings and training

Reason for Leaving :

The company service was resulting in his big deals being cancelled which affected his earning potential

Company Name :

World Largest and Newest Cruise Ships (5 Stars) Miami Florida

Type of Industry :

Cruise Liner

Period of Employment :

December 2003 - February 2007

Position :

Manager
Duties :

Spa manager over 22 employees in five star spa
Weekly sales training to other employee's
Morning meetings with staff
Training employee's communication skills
Training employee's predictable behaviour skills
Overlooking revenue targets of all employee's
Presenting retail seminars to employee's and quest
Going to other five star spa's to train employee's on sales and communication to
improve revenue
Overseeing standard, neatness and brand quality of all employee's, making sure w
e are delivering a five star service.
Scheduling appointments at spa reception making sure employees are on time for a
ppointments training and motivating all new staff making sure they are up to dat
e with brand quality.
Leading, controlling and motivating my staff to make sure the company reaches al
l weekly revenue targets
Reason for Leaving :
Wanted to stop travelling

MPC Recruitment Group | [Insert Consultant's Name Here]
[Insert Position Applied For Here] | [Insert Applicant's Name Here]
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■Candidate Name ■|■Petrus Prinsloo XE
■MPC Consultant Name ■| ■Colleen Stevenson (021) 552 8048