Tshimollo Malebatja

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Analytical and people-focused professional with a strong background in sales and human relations, passionate about solving problems and driving results through data-driven insights. Skilled at translating complex customer needs into actionable strategies through clear communication and strategic thinking. Collaborative, adaptable, and continuously learning, I aim to deliver meaningful business value by aligning user needs with business goals and supporting data-informed decision-making.

# Experience

### Mar 2021 – Sept 2023

### FULL-STAKE DEVELOPER/DATA ANAYLST | Beyond Prospects

## Successfully led full-stack development of custom web applications by collaborating with cross-functional teams and clients to align solutions with strategic business goals. Conducted in-depth user research and requirements analysis to deliver scalable, user-centric products. Leveraged strong data analysis and problem-solving skills to streamline workflows, enhance client satisfaction, and deliver measurable improvements—earning consistent praise from stakeholders for clarity, efficiency, and impact.

### Oct 2021 – Jun 2022

### LEAD ANIMATOR | Beyond Prospects

## Drove the creation of animated presentations for critical company campaigns and client pitches, powerfully enhancing communication and fostering stronger stakeholder relationships. Masterfully transformed abstract ideas into engaging visual narratives using PowerPoint, audio tools, and visual design skills, underscoring a proactive approach to problem-solving and a capacity for rapid skill acquisition in a dynamic, creative role.

### Feb 2022 - Oct 2024

### TELEMARKETER| BizPlug

## Proactively engaged potential clients through outbound sales calls, honing critical analytical skills in identifying customer pain points and translating them into compelling business needs. Gained practical expertise with CRM systems and pipeline tracking, coupled with persuasive communication abilities, laying a strong foundation for effective requirements elicitation and impactful business case development.

### Feb 2022 - Oct 2024

### FULL STAKE DEVELOPER | iThute.africa

## Led the development of a scalable, cloud-based e-learning platform, leveraging market analysis and stakeholder insights to define strategic feature prioritization and inform user-centered UX design. As a proactive Business Analyst and Developer, I analyzed user trends to propose and implement data-driven enhancements, notably the integration of WhatsApp and Zoom, resulting in improved communication and support capabilities.

### Feb 2022 - Current

### PROPERTY MANAGER | Beyond Homes

A results-oriented Business Analyst at a property investment and management firm, I proactively leverage data insights to identify strategic opportunities and mitigate risks, consistently informing key investment decisions. My capabilities include comprehensive market and competitor analysis, the creation of sophisticated investment models, the streamlining of operational processes through clear documentation, and a proven ability to translate client visions into tangible, value-generating property solutions.

# Skills

Project Leadership • Data Insights • Clear Communication • Strategic Organization • Solution-Oriented • Team Management • JIRA Proficiency • Technical Acumen • SDLC Expertise • Power BI Analysis • Microsoft Suite • SQL Proficiency •

# Education

### Mar 2023 – Dec 2025

### Bachelor of Science in Information Technology | Richfield Graduate Institute of Technology | Bryanston

### Apr 2021 – Dec 2022

### International High school Diploma | GED| Online

### Jan 2020 – Apr 2020

### Beginners in Cybersecurity Certificate | FREECODECAMP | Online

# Activities

Reading • Soccer • Art • Yoga • Skiing • Travel• Boxing • Painting • Writing • Meditation • Painting • Photography •