Ian Peter Davies Berrington

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**Position Desired:** Challenging management position that utilizes my background and expertise in building and construction materials, negotiations and accounting/business processes and abilities to establish and maintain good client relationships and work well with staff. Looking for a fast-paced, dynamic environment encompassing all aspects of business from procurement through warehousing and distribution to marketing, sales and client development.

**Employment History**

Saffer Mozambique LDA (AST Mozambique LDA)- September 2005 to present

*Shareholder/Managing Director- responsible for annual sales budgets, monthly sales and GM budgets. Close liaison with accounting department with specific focus on creditors and debtors, international banking, credit transfers, LCs, sales and marketing, project procurement negotiation, specification and coordination, staff placement and management, warehouse systems development, client and supplier relations, supply contracts, international procurement, government department liaison, internal infrastructure and systems maintenance, legal issues, product guarantee support, accounting software setup and maintenance and reporting to board of directors. Increased sales from ZAR 66,000.00 to current to ZAR 3,100,000.00 present and increasing 20% pa.*

Grofer Import and Export LDA- June 2003 to August 2005

*Shareholder/Director-responsible for registration of company, sales and expense budgets, international procurement, international banking processes, sales and marketing, placement of staff, stock control, deliveries supervision, warehouse control, creditors and debtors supervision, correspondence and legal issues.*

MWPD – 1996 to 2003

*Shareholder/Director- started own company-responsibilities included negotiation with suppliers, local and international procurement, international supply contracts, sales and marketing, computer systems maintenance, stock control, hiring of staff, debtors and creditors supervision, transportation and warehouse control, correspondence, exports control and documentation, setting and supervision of expense budgets, service calls.*

Probrass (Pennyware Distributors) 1993 to 1996

*Area manager- responsibilities were establishment of branch in Cape Town, sales and marketing, daily banking, stock and warehouse control, international procurement, staff placement, budget reports, correspondence, delivery supervision and service calls. Increased sales from zero to 1,600,000.00 in three years.*

Plumbcrazy Cape Town-1990 to 1993

*Area sales manager-responsible for supervision of sales staff, sales targets and budgets, marketing, local and international procurement, customer service, service calls, correspondence, price list creation and maintenance. Increased sales from ZAR 600,000.00 to 1,800,000.00 in three years.*

Solma Building Supplies (PTY) Ltd. & Solma Engineering Supplies Namibia (PTY) Ltd. 1988 to 1990

*Director/Shareholder- responsibilities included establishment of both businesses, sales and marketing, procurement, government tenders, staff hiring and control, expense and sales budgets, stock control, correspondence, quantity surveying and estimations and site visits.*

Penny Pinchers Building Materials – Senior Salesman/Buyer- 1986 to 1988

Allkote – Sales- 1985 to 1986

Sedgefield Building Supplies- Senior Salesman/Buyer-1982 to 1985

Thesens Hardware-Counter Sales-1981 to 1982

Previous work experience- various farming and construction positions-1975 to 1981

**Educational Background**

Customer Service Excellence Diploma, Cape Town South Africa-1993

Intec College-1990-Introduction to Computers, Computer literacy, Word, Excel, Pastel Accounting, Accpac Accounting, Ultisales, Internet and E-mail

Tom Hopkins Sales Course-1982 to 1983

Anthony Wade Import & Export Diploma-1981 to 1982

Public and Private Schools- California

**Languages**

Fluent English, basic Portuguese, Good Afrikaans, broken Zulu

**Nationality**

American citizen. Legally entitled to work in the USA. Will pay all own re-location expenses.

**Interests:** Reading, tennis, outdoor and wilderness activities, woodwork, photography, gardening, music and socializing

**Qualifications**

Management, building materials, purchasing, sales, international,