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| Candidates Personal Details |
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|  | **Last Name:** | Bheki |
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|  | **First Name:** | Nene |
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|  | **ECSA Reg. Number** | 200170134 |
|  |  |  |
|  | **Language (S):** | Zulu, English, Afrikaans, Sotho |
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|  | **Location:** | Gauteng |
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|  | **Race/Gender:****Nationality:****RSA Identity Number :****Required Remuneration:** | Black MaleSouth African640803 5628089Negotiable |
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 **Comments:**

Well rounded personality, eager to grow in any sector for business within a proactive company which keeps up with creative business ideas.

**B-Tech Degree in Power Engineering + Management Development Programme (MDP)**

**Profession/Specialisation-** Electrical Graduate Mentoring & Coaching, Power Plant Analyst, Power Plant Optimization, Resource Planning, Project Management, Energy Efficient Strategic Advisor, Sales & Marketing, Strategic Power Plant Planning

**24 years working experience**

**15 yrs Business Development and Sales experience – including products**

**13 yrs marketing experience.**

 **Energy Industry Experience:**

* Resource Planning, Operations, Project Management, Business Development, Sales and Marketing
* Energy Efficient Strategic Advisory for industries as well as commercial sector
* Transformer Life Cycle Management technology advisor in order to extend transformer life
* Industrial Sales Engineer for Eskom Distribution
* Responsible for Technical & management of industrial projects
* Project coordinator for industries during plant upgrades and plant efficiency planning
* Coordinator between Eskom, suppliers, municipalities & industries
* Gauteng textile industrial clients representative in Eskom National Textile forums
* Advisor for industries under municipalities & directly supplied by Eskom
* Assessment for the refurbishment of coal fired boilers
* Spare capacity assessment for industrial clients
* Industrial power equipment auditing
* Power Equipment profiling to improve plant efficiency
* New technology to be research for industrial sector
* Eskom power equipment technical specification update,
* Eskom transformer tender adjudication for suppliers
* Substation power equipment technical audit

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| Academic Qualifications |
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|  | Last School attended: | Vukuzakhe High School |
|  | **Highest standard/grade:****Year Completed:****Tertiary Education****Institution:****Qualification:****Year Completed:****Institution:****Qualification:****Year Completed:****Institution:****Qualification:****Year Completed:****Institution:****Qualification:****Year Completed:****Institution:****Qualification:****Year Completed:** | **Matric**1985Pretoria University**Management Development Programme**2002Pretoria University of Technology**B-Tech Degree in Power Engineering**1999Durban Institute of Technology**National Higher Diploma in Power Engineering,** 1993ML Sultan Technikon**National Diploma in Power Engineering**1990 - 1992Mangosuthu Technikon**Engineering Bridging Course**1987 |
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|  | **Professional Affiliations & Associations :****Continued Development Programme** (CDP) | * Engineering Council of South Africa (**Pr. Technologist**)
* South African Institute for Electrical Engineers (Member)
* National Federated Chamber of Commerce (NAFCOC) member
* Foundation for the Development of Africa (member)
* South African Music Rights Organization (SAMRO)
* Member for Bergville Development Committee
* September 2015 AMEU Conference held in Johannesburg
* Transformer Life Cycle Management held at Siemens 2011
* September 2012 AMEU Conference held in Cape Town
* September 2011 AMEU Conference held in Stellenbosch
* MV and HV service and maintenance Siemens online training 2009
* **Power Africa** conference held at Wits University July 2007
* Surge Arrester Training by ABB Sweden specialist at ABB Sunninghill offices May 2007
* **HV Products** training held in Sweden Ludvika (Oct 2006) training on surge arresters, current transformers, power capacitors, circuit breakers, switchgear modules, substations & applications
* **Southern African Power System Protection** Conferences held in Eskom Nov 2006
* **Surge Arrester** seminar held in Eskom (MWP) Sunninghill November 2006
* **IED 670** protection relays series June 2006
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| Career Summary |
|  | **Position Held** | Company Name | Dates |  |
|  | Business DevelopmentBusiness DevelopmentRegional Business ManagerRegional Sales Engineer/ Operations ManagerSales EngineerBusiness Development ManagerIndustrial Sales EngineerSenior TechnicianTechnicianClerk | Power System IntegratorsSchneider ElectricEnergya Telcoms SolutionsSiemensABB South AfricaNeledzi EngineeringEskom Sales DepartmentEskom TransmissionRotek Engineering(Eskom Enterprise Section)Frame Group (Texfin) | Nov 2015 to CurrentMarch 2014 to Oct 2015Dec 2012 to Dec 2013Nov 2009 to November 2012Nov 2005 to Oct 2009Aug 2004 – Oct 2005Nov 1996 – Jul 2004Jul 1993 – Oct 1996Jan 1991 – Jun 1992Jun 1986 – Dec 1986 |  |
|  |  |  |  |  |

**References**:

1. Mr Francis Madyegasva (Schneider Electric Utilities Manager)

Mobile: +2776 594 5014 office landline: +2711 254 6400

1. Mr Joseph Komane- (CBE) Skills Development Practitioner (Government)

tel +2712 346 3985, cell +2779 510 6463

1. Mr Christian Gassner (TLM Manager Siemens Services)

Mobile: +49 1515 8021080 Email: c.gassner@reinhausen.com

**DETAILED WORK EXPERIENCE**

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| **Company:****Type of Company:** | **Powertech System Integrators (PTSI)****System Integrators**  |
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| **Position Held:****Dates:** | **Business Development Engineer****November 2015 to Current** |
| **Main Responsibilities:****AMR (Automated Meter Reading) solutions for electrical utilities in South Africa as well as Africa countries. Most municipalities are struggling in revenue collection due to lack of evidence for billing purposes. I then identify such utilities and recommend AMR solutions****Duties** **Meet Head of Electrical person as well as Finance Executive personnel to do AMR presentation. The main objection is to align PTSI products and solutions in the energy management portfolio soluo do presentation tions for upcoming projects from energy sectors, industries, as well as building sectors.**  **Visit utilities and identify upcoming projects that will benefit PTSI and make sure that I connect with relevant people within the utility compiles a technical specification for that particular identified project.** **Give out product catalogues each time I visit potential clients and do some presentations where possible.** **Train customers about PTSI solutions in order to expand their product knowledge****Manning a stand during exhibitions, conferences, road shows, etc**Reference: Mr Gerhard van der Merwe: cell +2782 650 7844, office +2712 426 7519, email: gerard.vdmerwe@ptsi.co.za |

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| **Company:****Type of Company:** | **Schneider Electric SA**MV to LV Solution supplier  |
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| **Position Held:****Dates:** | **Sales Area Manager /Business Development Engineer** **March 2014 to Current** |
| **Main Responsibilities:****Working with consultants in order to help them with any technological needs for substation equipment. Schneider is the supplier of all energy solutions and products from Low to Medium Voltage. My main focus is MV products, though I also do cross selling of the whole portfolio****Duties*** Meet consultants and discussed upcoming projects in order to provide Schneider MV energy solutions for substation equipment needs. The main objection is to align Schneider product portfolio solutions for upcoming projects from energy sectors, industries, as well as building sectors.
* Visit utilities and identify upcoming projects that will benefit Schneider and make sure that I connect with a Consultant or Specialist within the utility who will be compiling a technical specification for that particular identified project.
* Give out product catalogues each time I visit potential clients and do some presentations where possible.
* Train customers about Schneider solutions in order to expand their product knowledge
* Manning a stand during exhibitions, conferences, road shows, etc

Reference: Mr Francis Madyegasva (my Manager): cell +2774 850 9215, +2711 254 6400, email: Francis.madyegasva@schneider-electric.com |

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|  | **Company:****Type of Company:** | Energya Telcom SolutionsEngineering |
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|  | **Position Held:****Dates:** | **Regional Business Manager****December 2012 to December 2013** |
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**Main Responsibilities:**

**Southern African Power Pool (SAPP) Utilities visits in the SADC Region.**

**Key Accounts Management for Electricidade de Mocambique (EDM); Nampower; Lesotho Eletcricity Company; Zimbabwe Electricity Authority (ZESA); Botswana Power Corporation; etc.**

**Duties**

* Visit SAPP offices in Zimbabwe to source valuable info about SADC region energy overview
* Visit SADC Energy Ministerial offices for upcoming development projects in the energy sector
* Invite key SAPP members during their visits in South Africa for drinks and networking
* Visit Namibia Chamber of Commerce and Industry for energy projects priority update information
* Resource Planning, Operations, Project Management, Business Development, Sales and Marketing Strategy for business growth
* Plan, execution and implement the sales and marketing strategy
* Early identification of customer needs, customer satisfaction
* Representing the company on site meetings
* Customer relations management

**Achievements:**

* **Acquired 90% information on growth plans in the energy sector for Mozambique; Zimbabwe, Lesotho**
* **Acquired 65% energy growth project plans for Namibia, Botswana and Malawi**

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| Detailed Work History |
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|  | **Company:****Type of Company:** | Siemens LimitedEngineering |
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|  | **Position Held:****Dates:** | **Operations, Proposals, Sales Engineer****November 2009 to Current** |
| **Main Responsibilities:****Key Accounts Manager for Eskom + municipalities****Service & maintenance Contract Management****Duties*** Resource Planning, Operations, Project Management, Business Development, Sales and Marketing Strategy for business growth
* Plan, execution and implement the sales and marketing strategy
* Transformer Life Cycle Management advisor, on which technology to use in order to extend life of a transformer. Transformers are the most expensive and critical equipment in a substation to be carefully taken care of. Transformer failure can put the whole substation to a halt that results to unnecessary breakdown which impact on production.
* High & medium voltage products recommending to clients in order to improve power plant efficiency
* Early identification of customer needs, customer satisfaction
* Presentations on product range to clients – solution sales

**Achievements:** * **In 2010: Negotiated with Eskom Transformer core group to address issues that led into winning contract for transformer gas guards (transformer online monitors)**
* **In 2011, Siemens became the trusted supplier and secure orders from Lesotho Electricity Company (Business Development Sales and marketing strategy designed by myself)**
* **Personal target achievement of 102.69% for 2010/2011 Financial year end at Siemens**

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| Reference: Mr Christian Gassner (TLM Manager Siemens Services) Mobile: +49 1515 8021080 Email: c.gassner@reinhausen.com |
| Detailed Work History |
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|  | **Company:****Type of Company:** | ABB South AfricaPower Engineering |
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|  | **Position Held:****Dates:** | **Electrical Sales Engineer**Nov 2005 to Nov 2009 |
| **Man Responsibilities:*** High & medium voltage products recommending to utilities (over 1000 products – surge arresters, circuit breakers, PASS etc.)
* This involves early identification of customer needs, development & exploration of new business opportunities in the South African utility sector – solution based sales
* Annual Contracts management for all clients
* Adopt hands on approach towards establishing & building excellent relationships with clients as well as impart product knowledge to clients.
* Ensure high level customer satisfaction.

**Training:** * HV Products training held in South Africa 9th to 13th June 2008
* Power Africa conference held at Wits University 14 to 18th July 2007
* Surge Arrester Training by Sweden specialist at ABB Sunninghill offices May 2007
* H V Products training held in Sweden Ludvika (2nd to 6th October 2006)

Training on surge arresters, current transformers, power capacitors, circuit breakers, switchgear modules, substations and applications* AMEU held in Gallagher Estate November 2006
* Southern African Power System Protection Conference held in Eskom November 2006
* Surge Arrester seminar held in Eskom (MWP) Sunninghill November 2006
* IED 670 protection relays series June 2006
* Online ABB university ongoing High and Medium voltage products training

**Achievements:** **2009 – Designed a strategy to secured 2 yr annual contract for ABB to supply Ring Main Units to Ekurhuleni Municipality.** **2008 – Design & strategy to supply substation equipment to Rustenburg Municipality without ABB carrying risks for noncore in-house expertise Design a strategy to supply****2007 – Secured 2 yr annual contract for ABB to supply Ring Main Units (RMUs) to Sol Plaatje (Kimberly) Municipality – designing strategies that gave ABB competitive advantage over other suppliers of this product.** |
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Ref: Mr Chris de Kock (my manager @ ABB): cell +2782 894 7799, tel +2710 202 5000

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| Detailed Work History |
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|  | **Company:** | Neledzi Engineering (NE) |
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|  | **Position Held:****Dates:** | **Business Development Manager**Aug 2004 – Oct 2005 |
| **Main Responsibilities:*** New business development for NE services to utilities, industrial & Commercial sectors, Coordinate Demand- Side Management projects
* Direct staff reporting - 9 subordinates
* Training & development of customers & engineers.
* Energy efficient projects Management

**Reason for leaving:** Company Financially unstable head hunted for ABB at the right time…  |
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| Detailed Work History |
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|  | **Company:****Type of Company:** | Eskom - Sales Department/ **Eskom Transmission** / Rotek Engineering (Eskom Enterprise Section)Electrical Energy Supply |
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|  | **Position Held:****Dates:** | **Industrial Sales Engineer/ Eskom Transmission Senior Technician / Technician**Jan 1991 – Jul 2004 |
| **Industrial Sales Engineer (Nov 1996 – Jul 2004):*** Selling electricity to industrial customers (training customers & engineers onto new products & processes)
* Power plants upgrade planning (Power generation, Spare capacity – sales team – AEL Municipalities (City Power, Randfontein + others) other clients Yeastpro Roodeport, Watchtowers Roodepoort (pamphlets, projects coordinating & ensuring protocol followed)
* Industrial plant analysis to measure possible options available in order to get efficiency
* Return on investment (ROI) analysis on electrical equipment recommended for upgrades – liaising with Engineering & Financial divisions.
* Convert customer from other sources of energy to electricity
* Recommend energy efficient electrical equipment to customer i.r.o saving electrical costs.

**Eskom Transmission Senior Technician (Jul 1993 – Oct 1996):*** Power equipment technical auditing
* Transformer specification updates.
* Transmission sub-stations technical audits coordinator
* Technical Drawing approval on power equipment to be purchased
* Training to “graduates in training candidates”

**Rotek (Eskom Enterprise Division) Technician (Jan 1991 – Jun 1992):*** Maintenance on electrical power equipment such as generators, transformers, tap-changers, bushings etc.

**Customers:** Eskom generation, Transmission & Distribution.**Reason for leaving:** Needed new challenges |
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| Detailed Work History |
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|  | **Company:** | Frame Group (Texfin) |
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|  | **Position Held:****Dates:** | **Clerk**Jun 1986 – Dec 1986 |
| **Main Responsibilities:*** Administration related duties for the Packing Department.

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| Summary of Technical & Business skills |

**Levels: 1. only trained or studied**

 **2. Limited practical knowledge**

 **3. Thorough practical experience**

 **4. Extensive practical experience**

 **5. Specialist skills**

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| **Technical Skills** | **Years** | **Level** |
| Surge Arresters | 4 | 3 |
| Power Transformers | 3 | 2 |
| Circuit Breakers | 2 | 2 |
| Instrument Transformers | 3 | 2 |
| Rotor | 1 | 1 |
| Power systems network Studies | 1 | 1 |
| Automation systems (PLCs, Relays, RTUs) | 1 | 1 |
| Smart Metering | 1 | 1 |
| Energy efficient products | 2 | 3 |
|  **Computer Skills** |  |  |
| MS Word  | 15 | 4 |
| Excel | 10 | 3 |
| Power Point | 7 | 3 |
| MS Outlook | 5 | 4 |
| Visio | 2 | 3 |
| Internet | 10 | 4 |
|  |  |  |
|  **Business Skills** | **Years** | **Level** |
| Sales  | 15 | 4 |
| Business Development | 15 | 4 |
| Marketing | 15 | 4 |
| Strategic Planning for resource management | 5 | 3 |
| Project Management | 2 | 2 |
|  |  |  |
|  **Industries** |  **Years** |  **Level** |
| Electricity (Transmission, Distribution, Generation) | 19 | 4 |
| Textile sector | 4 | 3 |
| Oil & Gas | 1 | 1 |
| Mining | 1 | 1 |
| Renewable Energies  | 1 | 2 |

**Contacts:** **bheki.nene@absamail.co.za**

**Tel +2711 393 5142 Mobile: +2783 777 5440**