



# CLIVE DU TOIT

General Manager



## PHONE

068 117 4920



## EMAIL

clivedut@gmail.com

## EDUCATION

|             |                                                                                                                                                                         |
|-------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2011        | NQF Level 3 & 4<br>Title of skills program: Skills program<br>Retail - IDA Block 2 Inhle                                                                                |
| 2018 - 2020 | Theology / CFC International<br><b>Year 1:</b> Practical Leadership Studies<br><b>Year 2:</b> Biblical Leadership Studies<br><b>Year 3:</b> Ministry Leadership Studies |
| 2024        | University of Cape Town Business<br>Development Management<br>Currently studying for a diploma for<br>TEFL online                                                       |

## REFERENCES

|                 |                  |
|-----------------|------------------|
| Paul J.V.V      | CFC 072 886 9814 |
| Charl V.D Linde | 083 686 9814     |
| Sheri Botha     | 083 263 3193     |

## CAPABILITY

|                     |         |
|---------------------|---------|
| Great Leadership    | ● ● ● ● |
| Problem Solving     | ● ● ● ● |
| Creative            | ● ● ● ● |
| Admin               | ● ● ● ● |
| Learning capability | ● ● ● ● |



## Profile

I am deeply committed to demonstrating strong leadership skills, fostering education, and excelling in management. I fearlessly immerse myself in the pool of knowledge, adeptly sharing insights, particularly within the dynamic realm of commerce.

At Shejus Motors I have accumulated 14 years' experience in the automotive industry, starting as a salesman, to sales manager, to general manager overseeing 7 salesmen, and 150 vehicles in stock.

Over the past 11 years I have successfully operated as GM for Nene Motors, specializing as intermediary among buyers, sellers, and financial institutions.

Customer after sales service and satisfactory has been a very important role that I have played

With my skills program/retail/ IDA Block 2 Inhle I have accumulated 68 points



I enjoy helping others and seeing them excel. I have a passion for CrossFit, the outdoors, my family and reading



For the past 9 years I have been a member on the financial board at AFM / AGS Brandpunt.

Additionally, I have spent 2 years translating CFCI curriculum from English to Afrikaans for years 1 and 2



# WORK HISTORY

1998 Aug to 2012 April

Shejus Motors

## Position held

General Manager

Sheri Botha

+2783 263 3193

## Reason for leaving

I left the company due to the unfortunate passing of the owner, which led to closure of the business

## Job description

- I oversee the operations of five branches
- Managing a fleet of 150 vehicles and setting sales targets.
- My responsibilities include leading staff to achieve high performance and exceptional customer service,
- Managing budgets,
- Monitoring expenses and ensuring profitability.
- Additionally, I focus on building and maintaining strong relationships with customers, ensuring their satisfaction, and managing after-sales service.

April 2012 - Current

Nene Motors

## Position held

General Manager

Lucky Nene

## Reason for leaving

Seeking an opportunity for growth and development that is not available at my current role

## Job description

### General Sales Manager

I am responsible for managing the entire sales team, ensuring maximum profitability and growth in the used vehicle segment. My role involves setting and achieving sales targets, implementing strategic plans, and maintaining high customer satisfaction and retention through effective sales processes. I work collaboratively with key stakeholders to define the dealership's sales direction while fostering a motivated and high-performing team.

#### My key responsibilities:

- Developing and executing strategic and tactical sales plans to ensure sustainability and profitability in the used vehicle segment.
- Leading and motivating the sales team to achieve and exceed targets.
- Procuring stock, managing vehicle evaluations and trade-ins, and overseeing reconditioning processes.
- Maintaining operational efficiency, customer satisfaction, and setting industry benchmarks.
- Collaborating with stakeholders to manage the department's budget and financial goals.
- Supporting sales staff in deal negotiations and finalizations.
- Attracting, retaining, and developing top sales talent through appraisals and ongoing development initiatives.

In this role, I consistently drive results, foster a culture of excellence, and ensure the highest standards in both team performance and customer experience.



# REPUBLIC OF SOUTH AFRICA NATIONAL IDENTITY CARD

Surname:  
DU TOIT  
Names:  
CLIVE-HENRY BERTIE  
Sex:  
M  
Nationality:  
RSA  
Identity Number:  
7710085013081  
Date of Birth:  
08 OCT 1977  
Country of Birth:  
RSA  
Status:  
CITIZEN



Signature:

*Clive Du Toit*

## DRIVING LICENCE BESTUURSLISENSIE CARTA DE CONDUCAO

SADC



SOUTH AFRICA

CHB DU TOIT

ID No.: 02/7710085013081

MALE

Birth/Geboorde: 08/10/1977 ZA Restr./Bepark.: I

Lic. No./Lisensieno.: 40050008L2NT No.: 1

Valid/Geldig: 24/02/2022 - 24/02/2027

Issued/Uitgereik: ZA

Code/Kode:

EC1

Veh. restr./Voertuigbeperkings:

0 4

First issue/Eerstestuitreiking: 05/10/2012



*Clive Du Toit*

### Conditions:

This card has been issued by the  
Department of Home Affairs in terms of the  
Identification Act, Act 68 of 1997

If found please return to the Department of Home Affairs  
For enquiry or verification purposes contact 0800 80 11 90

Date of Issue:  
25 OCT 2017



105190105



### DRIVER RESTRICTIONS

0 None  
1 Glasses / Contact lenses  
2 Artificial limb

### PROP. CATEGORIES

0 Passengers  
1 Goods  
2 Dangerous goods

### VEHICLE RESTRICTIONS

0 None  
1 Automatic transmission  
2 Electrically powered  
3 Physically disabled  
4 Bus > 16000 kg (GVW) permitted

|    |          |    |          |
|----|----------|----|----------|
| A  | 125 cc   | A1 | 125 cc   |
| B  | 3500 kg  | B  | 3500 kg  |
| C1 | 750 kg   | C  | 16000 kg |
| C  | 16000 kg | EB | 16000 kg |
| EC | 16000 kg | EC | 16000 kg |







## *The University of Cape Town*

*hereby certifies that*

*Clive Du Toit*

*completed a short course with an estimated learning time of 54 hours,  
start date 03 June 2024 end date 16 July 2024, in*

## *Business Development Management*

*25 September 2024*

A handwritten signature in black ink, appearing to be 'J. du Toit', positioned above a horizontal line.

Dean of Faculty



A handwritten signature in black ink, appearing to be 'David P. ...', positioned above a horizontal line.

Course Convenor