

CLIVE DU TOIT

General Manager



PHONE

068 117 4920



EMAIL

clivedut@gmail.com

EDUCATION

2011

2018 - 2020

NQF Level 3 & 4

Title of skills program: Skills program

Retail - IDA Block 2 Inhle

Theology / CFC International

Year 1: Practical Leadership Studies

Year 2: Biblical Leadership Studies

Year 3: Ministry Leadership Studies

2024

Universitiy of Cape Town Business Development Management

Currently studying for a diploma for 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

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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



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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.

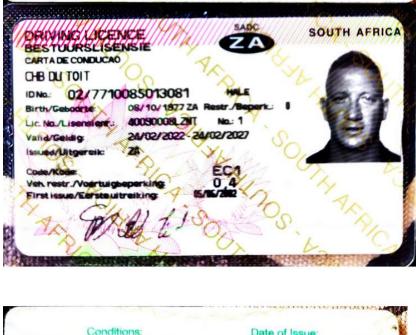
My key responsibilities:

- 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.



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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

In

Dean of Faculty



fair Prichast

Course Convenor

Presented on the GetSmarter platform