



# EDDY DAVID MALESE

---

**CEO OF THE ROB ROCKEFELLER SC SOUTH AFRICA**

## **EXPERIENCE**

---

### **Group Chief Executive Officer** **GLa Mining** **2011 - present**

- Drafting the vision, mission and goals of the company and adherence thereto Determining the company strategic objectives and policies
- Monitor progress towards achieving the objectives and policies
- Appointing senior management
- Accounting to company's activities to relevant parties Running the day to day operation
- Estimate and complete tenders
- Sourcing more projects
- Managing current projects
- Manage financials of the company
- Making sure that the company is compliant in all spheres regulated by SARS, Labour relations act, CIPC's Annual returns and other document that require compliance.
- Develop a sales representative's routes

- Overseeing the marketing departments
- Pitching presentations to prospective clients regarding the companys' products and services
- Implementing and designing strategic sales plans that expand companys customer base
- Maintain accurate records of all pricing, sales, and activity reports
- Create and conduct proposals and RFP responses
- Maintained Safety Acts of of the company

## ○ Sales Engineer & Operations Manger

### **Khulong Mining Supplies**

**2010 - 2011**

- Ensuring that jobs are manufactured correctly, cost effectively and delivered on time in accordance with customer build specifications and quality requirements
- Managing the purchasing department, ensuring that materials are bought cost effectively and are available for production when required
- Planning, scheduling and reviewing workload to ensure production output and on time delivery targets are achieved cost effectively
- Ensuring that all work done is of best quality (QA)
- Maintaining proactive, dynamic and effective communication with customers at all times
- Promoting & maintaining awareness and compliance H&S in accordance with best practice and legal requirement Achieve the companys on time delivery target by 95%
- Controlling all associated operational and manufacturing costs according to prevailing annual budget forecast Developing a high performance workforce
- Operating within ISO 9001:2008 Quality Management System
- Routine travel: ensuring customer satisfactory on all projects

## ○ Sales Manager & Co owner

### **CDB Services**

**2007 - 2009**

- To run the office with full accountability
- Drive sales team to pace that will deliver results whilst leading from the forefront
- Setting daily & monthly targets and monitoring performance
- Developing business plans and sales strategy for the market that ensures attainment of company sales goals Responsible for the performance and development of the accounts managers
- Negotiating for sales on major company accounts
- Being aware of marketing trends and conditions
- Adhering to tenders and quotations
- Selling company services in an ethically manner
- Producing weekly statistics
- Pipeline control
- Responsible for health and safety of the office Customer service

## **EDUCATION**

---

**Doctorate in Philanthropy**  
**University of Pennsylvania**  
**2019**

**Business Management - Diploma**  
**University of South Africa (UNISA)**  
**2016**

**NQF Level 4**  
**University of South Africa (UNISA)**  
**2005**

**Mechanical Engineering - Degree**  
**University of South Africa (UNISA)**  
**2005**

## **ACHIEVEMENTS & AWARDS**

---

**BBQ Awards - Best Innovation business of the year 2016**

## **ADDITIONAL INFORMATION**

---

I have over 10 years of experience in Project Management, Business Management, Sales Executive, Accounts Management and Business Development.

Moreover, I have extensive experience in Waste Water Treatment Works (WWTW), Water Treatment Work, Effluent treatment Plants, Pumps, Mining projects, Mining Supplies and commodities in chrome, coal, fuel and meturllgical plant processes.

I have a sound understanding of all phases of a project lifecycle.