



# Johann Du Preez

Curriculum Vitae (CV)

**What job i'm looking for? My positive points**

Sales Manager & all other aspects within a dealership, which has truly added value to my knowledge & experience in the Automotive Sector. From January 2019, I participated in a Volkswagen SA Fleet program, initiated and monitored by Volkswagen SA. My responsibility was to put processes in place to generate new fleet business focusing on Small & Medium Business.

I resigned and pursued other opportunities in the market such as Training/Facilitating on a freelance basis. Alternatively to the training, I also run a brokerage, contracted to Eqstra Financial Services selling their products via the F & I Managers in the motor dealerships.

Any referral needed kindly contact Andre Rhoodie.

Preferred occupation **Finance managers**  
Finance jobs

I obtained an MBA degree in 2002 (Business Administration, Strategic management, Change management, etc.), studying part time. I have years (27yrs) of experience in the Financial Sector (ABSA Retail & Commercial, Vehicle Asset & Finance, focusing on various Markets at Branch, Regional and Head Office Levels). The positions I held were mostly Managerial - Relationship Management, Sales Management, Credit Management, Key Account management, VAPS

Management & Sales and Key Individual (Compliance), actively participating in development of National Sales Plans and managing Sales Teams to achieve and exceed Sales Targets.

Day of birth 1962-05-15 (62 years old)

Gender Male

I am a team player, self-starter and have excellent interpersonal and conflict management skills.

Residential location West Rand

Effective leadership skills (operational & strategically) applied in my career, led my team to

Telephone number *Information is available only for registered users.*

increase profit margins and achieve sale targets. [Sign in](#)

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My final position with ABSA (AVAF Head Office) for 5 years was that of National Manager: Dealer

Groups, Alliances & Manufacturers, reporting directly to the AVAF General Manager Sales: Dealer

**Additional information**

Business Wessel Steffens (Retired) Cell. Nr. 082-4536839. My responsibility was to engage (Key

Salary you wish 50000 R per month

Account Management) with Executives of all the Dealer Groups (JV's, Alliances and Manufacturers

How much do you earn now commission varies R per month

(OEM's)), establishing a viable relationship in order for me to facilitate the successful delivery &

sales growth of AVAF products and Vaps, through ABSA segments & Dealer channels (Key Account Management).

In November 2012, an opportunity arose to join the Unitrans Group (now CFAO Motors) as Divisional Finance & Insurance Manager (all franchises) reporting directly to Andre Rhoodie (MD Unitrans Insurance & Director Unitrans Automotive) - arhoodie@cfaomotors.co.za Cell. Nr. 082-8976390. My responsibility as Key Individual (manage and oversee), was to implement Compliance procedures to ensure proper roles, responsibilities & competency requirements regarding representatives in terms of FAIS as well as contracting, monitoring and managing of Sales targets. Product/Sales Training (to all F&I Managers in the dealerships) was part of my portfolio.

In August 2017 I was given the opportunity to train within the Unitrans Group as a Dealer Principal /