

Resume

Contact Details

Name: Marius Joubert
Address: 5 Kiaat Street
Overkruin
Heidelberg
Gauteng, South Africa
Office Phone: +27 (0) 16 349 1801
Mobile +27 (0) 82 828 6933
Email Address: MLJoubert@vodamail.co.za

Career Objectives

Summary: "Leaders are people that leave footprints in their area of passion"

I want to leave "footprints" in:

- My family: Ensure that my family will be financially independent by growing my own business that specialises in financial/ business skills training and consulting services, as well as equities trading.
- My customers: Impart essential financial and business knowledge/ skills to help them to increase their value (financial performance of their organisation and personal value contribution).
- My community: Play a part in increasing the financial health of the community.

Employment History

Name of Company: South African Airways

Start Date: May 1993
End Date: August 1996
Position/Title: Profitability Analyst
Responsibilities/Achievements:

- Completed my M.Com thesis regarding utilising Activity Based Costing in the Airline Industry.
- Developed and presented financial performance learning programs to local and international audiences.
- Part of a project team that utilised Activity Based Costing to calculate the profitability of individual flights.
- Presenter at various Activity Based Costing conferences.

Name of Company: Absa

Start Date: September 1996
End Date: November 2008
Positions/Titles:

- Profitability Analyst: ATM Network.

- Manager: Electronic Banking profitability analysis.
- Manager: Customer profitability and Activity Based Costing implementation.
- General Manager: Internal consulting services focussing on optimising financial performance.
- Program Manager: Enterprise Corporate Performance Management Program.
- General Manager: Finance Academy.

**Responsibilities/
Achievements:**

Supported business units to achieve the following financial improvements:

- ATM Network: R120 million turn-around.
- Card Merchant services: R48 million.
- Increased Home Loan registration from R3 million to R77 million in 6 months.
- Significant financial benefits were derived from the implementation of "bottom-up" and "top-down" best practices and innovations.
- Significant financial benefits were derived from the individual case studies as required by the Decision Support Capability learning program.

Completed the following strategic reviews:

- Cash strategy.
- Student market strategy.
- Network distribution strategy for rural areas.
- Accounts payable area.
- Fourways geographical area.
- Mass market segment.

Other work experiences:

- Calculated the profitability for the ATM network and was also part of the team that implemented a financial turn-around strategy.
- Part of the project team that calculated individual customer profitability for Absa's retail and business banking customers.
- Implemented a "bottom-up" best practice/ innovation idea generation process.
- Translated the best "bottom-up" ideas to "top-down" national implementations.
- Program managed the Corporate Performance Management program that implemented various enterprise projects, for example an Executive Balanced Scorecard, Activity Based Costing review, Customer profitability enabled Sap Business Explorer front-end system and established a Finance Business Academy.
- Developed and delivered a top talent leadership learning program for the Group Finance environment.
- Developed and delivered a decision support learning program for the Group Finance environment.
- Developed and delivered a Personal Finance learning program for the Group Finance environment.

Individual achievements:

- Received an Absa Prestige Award for the financial turn-around in the ATM environment.
- Received an Absa Prestige Award in the leadership category for the Finance Academy.
- Participated in the Absa top talent program (Absa development initiative – ADI) – a 3 year top talent program for under 35's selecting only 30 people in Absa per intake.
- Was one of the youngest General Manager promotions in Absa (part of the top 300 of the organisation) – Age 32.
- Received "A" performance rating in 2008 – Top 20% of Absa.

Leadership achievements:

- Receive Absa silver prestige award in the Leadership category in 2007.
- Managed diverse teams ranging from 2 people to 40 people.
- 6 ADI candidates were selected from my team during that time.
- 2 people were subsequently promoted to General Managers from my team.

Name of Company: IMPACT BUSINESS SERVICES

Start Date: January 2009

End Date: Current

Position/Title: Owner

- Responsibilities/
Achievements:**
- Delivered 16 Decision Support Capability programs for the Absa Finance community. (12 day program over a 4 month period)
 - Delivered financial and business skills training programs for all the Absa business bankers. (2 day program)
 - Developed and delivered a financial and business skills training program for entrepreneurs.
 - Developed and delivered a bridging course for CIMA students at the North West University.
 - Developed a financial leverage forecasting model for the Medium Business area in KZN with significant potential financial turn-around possible.
 - Developed a financial leverage forecasting model for the Self Service Channel environment in Absa.
 - Developed a financial leverage forecasting model for Absa Private Bank.
 - Developed a financial leverage forecasting model for the Dros restaurant in the Menlyn shopping centre.
 - Developed a financial leverage forecasting model and turnaround plan for PG Glass Heidelberg, Wiesenhof Nelspruit, Skilpadvlei Wine farm White Pearl hotel in Mozambique and various other small and medium enterprises.

- Manage a personal equity trading and equity investment portfolio.
- Selected on the parent committee of the local Primary School with specific responsibilities for the Finance portfolio and related financial turn-around strategy. Achieve an R500 000 turn-around in 12 months

References

The following people can provide references relating to the work that I have done in their areas:

Absa Self Service Channel environment:

Contact Person: Raneshree Moodley

Designation: Finance Manager

Contact Email: Raneshree.Moodley@absa.co.za

Contact Mobile: 071 602 4775

Contact Office: 011 350 2257

(She can also provide you with feedback regarding the Decision Support training program)

Absa Private Bank:

Contact Person: Lerato Riba

Designation: Finance Manager

Contact Mobile: 082 686 1699

(She can also provide you with feedback regarding the Decision Support training program)

Menlyn Dros Restaurant:

Contact Person (1): Arrie Rautenbach

Designation: Owner (also Operating Executive Absa Card)

Contact Email: arnoldr@absa.co.za

Contact Mobile: 082 460 1796

Contact Work: 012 317 0248

Contact Person (2): Pierre Rautenbach

Designation: Manager

Contact Email: menlyn@dros.co.za

Contact Mobile: 079 508 2278

Contact Work: 012 368 1634

Absa Business Bank - Medium Business

Contact Person: Voula Marques

Designation: Finance Manager

Contact Email: voulam@absa.co.za

Contact Mobile: 082 212 5867

Contact Work: 011 350-5724

General - Career in Absa

Contact Person (1): Romando Duminy
Designation: Owner Alta Via Consulting
Contact Email: rduminy@altavia.com
Contact Mobile: 082 459 7364
Contact Work: 011 483 3095

Contact Person (2): Ana Bonanni
Designation: General Manager
Contact Mobile: 082 553 1100

Part of governing body Laerskool A.G. Visser - Finance portfolio

Contact Person: Gerry Holtzhausen
Designation: Chairman of governing body
Contact Email: gcholtzhausen@gmail.com
Contact Mobile: 082 857 8277

Education/Qualifications

Institution: North-West University
City/Country: South Africa
Qualifications: Baccalaureus Accounting
Completed: 24 April 1991

Institution: North-West University
City/Country: South Africa
Qualifications: Honours Baccalaureus Commercii
Completed: 18 March 1992

Institution: North-West University
City/Country: South Africa
Qualifications: Magister Commercii – Cost and Management Accounting
Completed: 10 May 1996

Other qualifications & successes

Chess

- Selected for the West Rand school chess team.
- Selected for the provincial school chess team.

Skill Summary

Computer Skills: Well computer literate.

Interests

Spending time with my family and supporting my children in their development.