

STEPHEN MUPARIWA RWAFWA

Lead Consultant: Business Solutions

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Professional Summary Experienced business and management consultant with proven record of establishing functional partnerships to deliver stellar results for businesses. Agile, global strategic leader driving business solutions within marketing, sales, finance, big data analytics and business development areas in premier companies. Delivering strategic business solutions for multi-rand businesses across the globe and allocating resources to exceed profit and sales goals. Particularly adept at streamlining, reorganizing and leading large, staffs productively.

Career Objective To create value for business partners through sustainable business relationships. To advance my career in reporting, management and corporate advisory and fully actualise my academic knowledge and work experience in areas of business intelligence, business analysis, reporting, machine learning and big data.

Key Qualifications OXFORD BROOKES UNIVERSITY • Wheatley Campus • UNITED KINGDOM
BSc Honours In Applied Accounting ([click here to view certificate](#))

ASSOCIATION OF CHARTERED CERTIFIED ACCOUNTANTS • Glasgow • UNITED KINGDOM

1. ACCA Professional Qualification Program Finalist ([click here to view letter of undertaking from ACCA](#))
2. ADVANCE DIPLOMA IN BUSINESS AND FINANCE ([click here to view certificate](#))

Experience and Competences	COMPETENCE	EXPERIENCE	USED UNTIL
	Global Strategic Financial Planning	10 years	Current
	Excel Expert Power user	20 years	Current
	Financial Statements Analysis	20 years	Current
	Budgeting and Budgetary Control	20 years	Current
	Management and Leadership	20 years	Current
	Financial Modelling and Forecasts	20 years	Current
	Project Management	15 years	Current
	Relationship Management	15 years	Current
	Business Processes Re-engineering	10 years	Current
	Business Intelligence Reporting	10 years	Current
	Big Data Analytics	5 years	Current

SOFTWARE PACKAGES

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|-----------------------|-----------------------|----------------|
| a) SAP | b) Syspro | c) Sage Pastel |
| d) Oracle | e) Accpac | f) Sun Systems |
| g) Microsoft Dynamics | h) Microsoft Power BI | l) Tableau |

Personal Attributes SKILLS

- **Management and Leadership:** Exceptional leader who is able to manage, develop, motivate and retain a team to achieve targets through creative management talents with the view of adding value to the business.
- **Strategic Thinking:** Ability to provide high-level strategic business advice for decision support.
- **Ethical Practice:** Display honesty and integrity and the ability to move past obstacles to achieve results in a professional manner.
- **Excellent communication skills** (verbal and written): ability to communicate expressing ideas clearly.
- **Expert MS Excel:** Expert Excel Power User with solid skills in creating interactive dashboards. Intuitive skills in designing cost and financial models.
- **Team player:** A competent team player, and enjoy working together with colleagues in enhancing the team's performance.
- **Problem Solving and Analytical:** Solid analytical and conceptual skills in dealing with difficult problems or tasks.

Professional Experience	SIBM iWORX - Lead Consultant and Director 146 Boeing Road Head Office, Elma Park Edenvale 1609 Gauteng South Africa	06/2013 Current
Global Analytics, Global Consulting Strategic consulting role on initiatives effecting global positioning, tactical actions and resource allocations for long-term initiatives, specifically related to M&A modelling. • Led a project to analyse the go-to-market strategy to drive a business partner into a TOP 5 market and implement the new strategy for the country organisation which has started to reverse five years of profit declines. • Developed business solutions for clients to create a “Centre of Analytical Excellence” involving multi-million rand resources, a knowledge repository and partnering with client information technology experts to internally develop analytical tools.		
Commercial Operations, Sales Developed joint business planning, sales analytics and vendor management processes for two clients in the energy industry in Zambia. • Hired 6 high-potential independent partner consultants in Commercial Planning, ICT and Customer Management. • Developed new customer metrics dashboard for clients that enhanced key customer focus and improved internal commercial operations capabilities.		
Global Business Planning and Analysis, Global Finance Business Planning & Analysis – developed templates for yearly and quarterly budgets for client’s global multi-million Rand operating plan and budget. • Developed annual operating plan presentations. • Developed quarterly operational forecasts using classical multiplicative modelling techniques. • Led the design and development of value added analysis on risks and opportunities for a client in the administration and quality assurance of basic education in South Africa and presented options to executives to make informed decisions that delivered expected results. • Developed a model to deploy strategic plan and annual budgets by province for long term planning purposes for a client in the clothing industry. • Designed and implemented a model outlining foreign exchange implications on the delivery of monetary rewards and results.		
2	NATIONAL FOODS HOLDINGS (PTY) LTD A LEADING FMCG DISTRIBUTOR OF CONFECTIONARY PRODUCTS IN R.S.A	09/2010 05/2013
Chief Financial Officer Selected as Head of Finance to turn around a R40M consumer product business, generating a R5M profit. Increased sales by 14%, operating income by +100% and gross margin by 13%. Exceeded productivity goals by R2 Million. • Managed 8-person team in financial planning, budgeting, accounting, reporting and King IV controls. Re-engineered the department to reduce workload by 30% and headcount by 40%, yielding R300K annual savings. • Partnered with GM to act as her COO. Led cross-functional partners to deliver growth, from strategy development to implementation and monitoring. Led new product launch efforts to drive +50% growth on a strategic brand. • Reduced obsolescence risk of R2 Million via weekly meetings to sell off product using different strategies. • Owned and delivered a 5-year strategic plan, including new product launches which have come to fruition.		
3	AEC-AMERSHAM (PTY) LTD IN KYALAMI BUSINESS PARK A wholly owned subsidiary of a state enterprise; a sole supplier of a wide range of products in Healthcare, Life Science and Quality Assurance	06/2007 08/2010
Financial Manager Reported to the South African Regional CFO to manage a 9-person finance team handling the business analysis and P&L management for promotion, advertising, sales, and marketing finance of the South African OTC business, a R100 M sale business. • Restructured team within 3 months, to drive accountability which led to exceeding sales and profit targets and reducing marketing accruals by 30% for both years. • Delivered analysis and margin management to heads of Marketing & Sales. Approved Marketing Finance activities to drive long-term sales market share and profitability via strategic growth and risk - opportunity assessment. • Supported direction of R300m+ marketing investment. Yielded R20M in savings on marketing and trade spending by reallocating investments. Managed sales G&A, brokers’ commissions and trade spending activities R100M+. • Integrated a large brand acquisition adding 50% more revenue and growing the business by 30%.		

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| 4 | STANDARD CHARTERED BANK
Credit Analyst - Corporate Banking | 03/2004
05/2007 |
| <p>Assisted in credit appraisal before the granting of general banking facilities to corporate customers • The process involved thorough financial and business risk analysis based on published financial statements and industry pertinent information • Analysed, gearing, debt service ratios, cash flow analysis to determine levels of financial risk in client portfolio • Performed audit confirmations and cross-selling initiatives • Upgraded internal credit risk grades • Performed due diligence, which incorporated detailed analysis of investment projects covering commercial analysis, financial analysis, risk and institution analysis • Made sure that security is perfected before the disbursement of facilities • Prepared credit reports for submission and the negotiation of term sheets with clients and presentation to the Credit Committee highlighting the key risk factors justifying the extension or decline of banking facilities.</p> | | |
| 5 | CIVIL AVIATION AUTHORITY
Regional Accountant at Civil Aviation Authority a state-owned enterprise responsible for air traffic control, flight safety, aeronautical and air navigation services. | 03/2001
02/2004 |
| <p>Ensured accurate recording of financial transactions and prepared timely financial statements for regional airports ensuring full compliance to all the authority's finance policies • Co-ordinated and consolidated the annual budgetary process, budgetary control and variance analysis • Identified possible internal control weaknesses and implemented relevant control recommendations by Internal Audit • Drafted financial control procedures, work instructions and user guides in accordance to ISO9001 quality management framework • Assisted in compliance to King IV on Corporate Governance, International Civil Aviation Organisation (ICAO) regulations and various Acts of Parliament • Liaised with project managers on regional capital project, developing and maintaining Cost Breakdown Structure (CBS) and costing models, allocating cost variables to each CBS primary element, attended tender meetings, risk profiling and communicating associated potential risks and problems, and assisting with financially closing of regional projects.</p> | | |
| 6 | UNILEVER
Assistant Management Accountant at Unilever South East Africa a multinational FMCG manufacturing company reporting to the Group Management Accountant. | 12/1998
02/2001 |
| <p>Collected of statistical indicators to determining cost drivers for allocation of costs • Assisted in the collection of financial information for budgeting, Material Resource Planning (MRP) and production scheduling • Analysed labour costs into fixed and variable elements for product costing, and determining the Full Time Equivalence (FTE) of labour to establish the efficiency and utilisation of labour for manpower planning and production scheduling • Cost and sales analysis and providing key financial information for performance management and measurement such as the profit per gram and other production ratios for Soaps and Non-Soap-Detergents • Analysed WIP variances on a monthly basis ensuring compliance with the company's Total Quality Management System as it relates to cost controls.</p> | | |

Academic

GENERAL CERTIFICATE OF EDUCATION (G.C.E)

Qualifications

Advanced level - 1998 Morgan High School

Mathematics, Accounting, Management of Business

Ordinary level - 1996 Glen Norah High School

*Mathematics, Accounts, Commerce, Science, Geography, English, Literature in English, Shona.***Personal****PERSONAL DETAILS**

Date of Birth	:	15 March 1979
Marital Status	:	Married
Dependants	:	1
Languages	:	Can read, write and speak English fluently
Hobbies	:	Camping; Gym; Pool and Golfing
Sports	:	Tennis; Squash and Cycling.

Referees*Available on request*