

## Contact

[www.linkedin.com/in/srwafa](http://www.linkedin.com/in/srwafa)  
(LinkedIn)

## Top Skills

Expert MS Excel Power user  
Budgeting and Budgetary Control  
Financial Statement Analysis

# Stephen M. Rwafa

Enterprise Solutions Architect (Middle East & Africa) at SIBM iWorx  
(Pty) Ltd  
City of Johannesburg, Gauteng, South Africa

## 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-dollar businesses across the globe and allocating resources to exceed profit and sales goals. Particularly adept at streamlining, reorganizing and leading large, staffs productively.

He graduated from Oxford Brookes University in the United Kingdom with a Bachelor of Science (Hons) in Accounting and worked for a number of years in Senior Management positions in organisations like Unilever, Standard Chartered Bank, Civil Aviation Authority and various other private public partnerships.

Through the years he has gained significant experience, nearly 20 years worth of experience in both private and public establishments, which he has translated in designing and developing course programs targeted at enhancing and optimising organisational human capital investment, through knowledge and skills transfer to improve employee and employer skills for more efficiency and effectiveness at the workplace. Stephen has extensive hands-on training experience in various technical and specialist fields, including but not limited to administration and management skills needed in the office environment, corporate governance, field management, enterprise risk management, business development, soft skills, quality management, financial modelling in deal structuring for corporate and project finance and Excel training from novice to expert levels.

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## Experience

SIBM iWorx (Pty) Ltd

10 years 2 months

Enterprise Solutions Architect (MEA)

November 2023 - Present (2 years 9 months)

City of Johannesburg

Lead Consultant: Business Analysis

June 2016 - October 2023 (7 years 5 months)

Johannesburg, Gauteng, South Africa

Global Analytics, Global Consulting

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. Developed and monitor data quality metrics and ensure business data and reporting needs are met.

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. • Conducted market analyses, analysing both product lines and the overall profitability of businesses.

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 advanced 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.

Stafford Business School

Senior Managing Partner

March 2013 - Present (13 years 5 months)

Leago Equity Partners (Pty) Ltd

Financial Specialist

September 2010 - May 2016 (5 years 9 months)

Johannesburg, South Africa

AEC-Amersham (Pty) Ltd

Finance and Accounting

June 2007 - August 2010 (3 years 3 months)

100 Indianapolis Street, Kyalami Business Park, Kyalami 1684

Standard Chartered Bank

Credit Analyst

March 2001 - May 2007 (6 years 3 months)

Unilever

Assistant Management Accountant

December 1998 - March 2001 (2 years 4 months)

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## Education

Oxford Brookes University

Bsc (Hons), Applied Accounting · (2006 - 2009)

Association of Chartered Certified Accountants

ACCA Professional Qualification Diploma