

## Nicholas Hall CV

<b>Most recent positions held (before edge)</b>	<ul style="list-style-type: none"> <li>• Senior Consultant to Visolution</li> <li>• Head, ADP Clearing SA (local subsidiary of \$8Bn firm listed on NYSE)</li> </ul>
<b>Qualifications</b>	<ul style="list-style-type: none"> <li>• Bachelor of Commerce, University of the Witwatersrand</li> <li>• Masters of Business Administration, Henley management College</li> <li>• Project Management Professional accreditation course, PMI</li> </ul>
<b>Enterprise Development experience at edge</b>	<ul style="list-style-type: none"> <li>• Developed the processes and procedures for the structuring and management of the ED organisation for BHP Billiton</li> <li>• Developed a monitoring and reporting tool to facilitate the efficient management of large ED organisations.</li> <li>• Developed the ED and Preferential Procurement Strategy that would drive Barloworld Siykhula's ED Funds</li> <li>• Designed the Supplier Diversity Best Practice Benchmark for South African Corporates in collaboration with the National Business Institute</li> <li>• Development of a online software tool uniquely tailored to the needs of SMEs, designed to capture the information required to enable strategic decision making and project management of the whole business</li> </ul>
<b>Operations</b>	<ul style="list-style-type: none"> <li>• Head: Southern Africa at ADP Clearing. Started a local subsidiary of an internationally listed business and grew turnover by 33% compound and staff compliment from 25 to 150 over a five year period.</li> <li>• General Manager Outbound Logistics at Nissan South Africa. Reduced inventory from over 75% and simultaneously increased delivery accuracy from 25% to over 80%</li> <li>• Quality, including reliability, and total quality management: Design, preparation, implementation, registration and monitoring of the ISO 9000 accreditation of ADP.</li> <li>• Continuous improvement: Marketing representative of integrating Nissan Japan's Kaizan programme into Nissan SA.</li> </ul>
<b>Strategy, management and business planning</b>	<ul style="list-style-type: none"> <li>• Strategy planning Manager for BMW SA including short term pricing and volumes and long term planning. Strategy planning Manager for BMW SA including short term pricing and volumes and long term planning</li> <li>• General Manager planning and research for Nissan South Africa.</li> </ul>
<b>Project Mgmt and change management</b>	<ul style="list-style-type: none"> <li>• SAP: Managed the sales, marketing and production design and implementation business (i.e. non programming) SAP project</li> <li>• Land Rover: Managed the marketing and sales feasibility study of BMW SA's take over of the Land Rover brand</li> <li>• Listing of Automakers on JSE. Headed up the marketing and sales portion of the listing project</li> <li>• Absa Basel II Compliance: Project manager of the design, development and implementation of sales tools that integrate risk costs into the entire sales process</li> </ul>
<b>Sales &amp; Marketing</b>	<ul style="list-style-type: none"> <li>• Headed up market planning and strategy at BMW and Nissan head office</li> </ul>
<b>Legal</b>	<ul style="list-style-type: none"> <li>• Overseeing all the legal requirements the start-up and running of a company employing 150 staff</li> </ul>
<b>Organisation, People, Teams, HR</b>	<ul style="list-style-type: none"> <li>• Design and implementation of a monthly performance recognition bonus</li> </ul>
<b>Finance</b>	<ul style="list-style-type: none"> <li>• Design, develop and implementation of a full revenue accounting module for Mango Airlines</li> </ul>

## Training

- Developed a training methodology within ADP SA which became the best practice guide for all (11) subsidiaries worldwide.