

## Stuart Townshend CV

<b>Most recent positions</b>	<ul style="list-style-type: none"> <li>• <b>Head, Global Sourcing and Group Alliances, Gold Fields</b></li> <li>• <b>Commercial Director – Sirosa Finance</b></li> <li>• <b>Head of customer retention and key accounts - UTi</b></li> <li>• <b>Strategy Consultant, Accenture</b></li> </ul>
<b>Academic Qualifications and business diplomas and courses</b>	<ul style="list-style-type: none"> <li>• B.Comm (Economics), RAU</li> <li>• Post Graduate Diploma in Management, Wits Business School</li> <li>• Leadership (UTi Leadership Development Program)</li> <li>• Business Analyst Milestone programme - Accenture</li> <li>• Consultant Milestone programme – Accenture</li> <li>• Manager Milestone programme – Accenture</li> <li>• Shareholder Value Analysis - Accenture</li> <li>• Advanced Business Strategy – Management Development Association, London</li> <li>• Professional Selling Program (PSP)</li> <li>• Effective contract and SLA's management (Astratech)</li> <li>• SCOR supply chain methodology - SCOR</li> <li>• Freight Forwarding and logistics management – Freight Training</li> </ul>
<b>Enterprise Development</b>	<ul style="list-style-type: none"> <li>• Involved in developing strategies to assist in the identification and growth of appropriate supplier business operating within a mines value chain</li> <li>• Involved in the implementation of the above strategies</li> </ul>
<b>SME Management</b>	<ul style="list-style-type: none"> <li>• Established, grew and sold a low cost “coffin” manufacturing business in Gauteng</li> <li>• Involved in the establishment and management of small scale mining operations across Africa</li> <li>• Involved in various SME start-up ventures in an advisory capacity</li> </ul>
<b>Operations</b>	<ul style="list-style-type: none"> <li>• Developed and implemented an Organisational Performance Management System (Local government- Cape Town Unicity)</li> <li>• Undertook comprehensive strategic and operational review of product houses and delivery channels (Retail and Corporate Banking- Nedcor)</li> <li>• Managed the customer retention and key account management team (30 people) at Uti</li> <li>• Drove global total cost optimisation projects (Gold Fields Supply Chain)</li> </ul>
<b>Strategy, management and business planning</b>	<ul style="list-style-type: none"> <li>• Developed and managed global supply chain total cost optimisation roadmap to deliver ongoing savings (Gold Fields)</li> <li>• Identified, initiated, negotiated and implemented group alliances across high spend categories in order to guarantee supply of critical commodities, optimise spend and drive innovation (Gold Fields)</li> <li>• Initiated and managed mining sales and off take contracts with local and global customers (Sirosa Finance)</li> <li>• Raised capital required to establish mining operations (Sirosa Finance)</li> <li>• Set up and ran the Key Account Executives division for UTi which is a division aimed at identifying and driving out value inherent within a clients Supply Chain.</li> <li>• Developed inbound and outbound logistics and supply strategy for the Tenke mine in the DRC (worlds largest copper mine) for Freeport McMoran who are the worlds largest publicly traded copper company.</li> <li>• Established procurement intelligence division tasked with the development of an intelligence system which proactively predicts changes in commodity cost drivers</li> <li>• Numerous strategy projects involving customer analysis and segmentation, value proposition development, industry analysis, competitor analysis, shareholder value analysis, performance management and business case development as core outputs.</li> </ul>

<b>Project Mgmt and change mgmt</b>	<ul style="list-style-type: none"> <li>• 7 years of experience in change management and project management across diverse industries with complex team structures</li> </ul>
<b>Legal</b>	<ul style="list-style-type: none"> <li>• Over 3 years implementing Group Alliances (Gold Fields) <ul style="list-style-type: none"> <li>○ Headed drafting and negotiation process</li> <li>○ Set up governance structures for all Alliances</li> </ul> </li> </ul>
<b>Organisation, People, Teams, HR</b>	<ul style="list-style-type: none"> <li>• Designed, developed and implemented an Organisational Performance Management System (Branch Banking- FNB) and (Local government- Cape Town Unicity)</li> <li>• Designed, developed and implemented a global supply chain performance management system</li> <li>• Managed team of 30 people in an organisation where HR was a line management responsibility</li> </ul>
<b>Finance</b>	<ul style="list-style-type: none"> <li>• Development of a Shareholder Value Analysis model for a major Global gold mine</li> <li>• Developed global supply chain benefit tracking methodology (Gold Fields)</li> <li>• Develop numerous business case models as part of a strategic review process</li> </ul>