

Curriculum Vitae Noxolo Dlamini

PERSONAL DETAILS

Name: Noxolo Zanele Dlamini
Marital status: Married
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CAREER SUMMARY

May 2005 to Aug 2006
REVCO CC

Position : Director

Responsibilities:

- Involvement with setting up own communication business, Revco
- Establishing and building client relationships
- Facilitation of strategy sessions with clients
- Conducting training for clients and development of training manuals
- Designing communication for various Economic Development Programmes
- Project management and delivery
- Assisting with finances of total business

Jan 2002 to Oct 2004
UNIFOODS/UNILEVER SOUTH AFRICA (Foods)

Period : May 2004 to Oct 2004
Position : Category Manager

Responsibilities:

- Developing category strategies and identifying growth opportunities
- Providing a category service to brand marketing team for new product launches and relaunches
- Providing the trade marketing team and sales force with the relevant information to successfully launch products

Period : **June 2003 to April 2004**
Position : **Assistant Category Manager**

Responsibilities:

- Developing category strategies on price, promotions, merchandising and product launches
- Providing a category service to marketing for new product launches or relaunches
- Managing the trade support budgets and promotions
- Achieving the annual estimated category turnover

Period : **Jan 2002 to May 2003**
Position : **Category Manager Assistant**

Responsibilities:

- Specialising in trade promotions
- Participating in the annual estimating process
- Analysing volume trends and suggesting corrective action
- Interacting closely with the National Account Managers, Sales and Marketing teams

Aug 1999 to Dec 2001
AMALGAMATED BEVERAGE INDUSTRIES

Position : **Account Manager**

Responsibilities:

- Meeting sales objectives for various sales areas
- Creatively assisting customers to sell product through different promotions
- Developing and maintaining relationships with customers
- Understanding my customer's objectives and finding common areas of interest with ABI
- Optimising shelf representation and position of ABI brands within key categories
- Launching new products into different categories
- Managing company assets (refrigerators and stands) and ensuring return on investment

Aug 1998 to July 1999
COCA COLA SOUTH AFRICA (Kusile Project)

Position : **Management Trainee**

Responsibilities:

- Exposure to the different facets of the Coca Cola business
- Developing an in-depth knowledge of the Coca Cola bottling system and its operation in South Africa
- Various courses such as Presentation skills, Negotiation skills, Human Behaviour and others

EDUCATIONAL BACKGROUND

- University of South Africa (2002)
Postgraduate Diploma in Marketing Management
- University of Natal (1997)
BProc (Law)
- SE College (1992)
Matric Exemption

Subjects:

English

Afrikaans

Mathematics

Science

Biology

Business Economics

Economics

INTERESTS:

- Gym
- Reading
- Facilitating workshops to assist final year university students to prepare for the workplace
- Learning new things (Presently learning to ride the bicycle)

REFERENCES:

Referee : Leigh Pearse
Company : Unilever
Designation : Supply Chain Manager
Contact : 031 570 2000

Referee : Marc Eyres
Company : Unilever
Designation : Customer Development Director
Contact : 031 570 2354

Referee : Mark Wilson
Company : Burnt Toast CC
Designation : Former Director in CC
Contact : 031 309 6338

Referee : Sharon de Beer
Company : Custom Capital
Designation : Former Director in CC
Contact : 082 779 0652