

Phillip Machaba

Enterprise Development Expert

A highly motivated, goal orientated and results driven professional with a Masters Degree in Development Studies.

A strong leader (I believe in leading by example) with an in depth, comprehensive knowledge of Enterprise Development. Forward thinking with strategic capabilities.

Continuously growing, sharing and utilising my skills and experience in a versatile, agile and rewarding team environment is and has always being my objective.



Introduction

Personal Info

Full Name/s : Rahlagane Phillip Machaba
Nationality : South African
DOB : 9 September 1947
Race & Gender : African Male
Marital Status : Married with one daughter
Health : Excellent
Languages : English
Lives : Wierda Park, Centurion, Pretoria
Transport : Own Car & Valid Drivers License
Available : Immediately

Contact Details



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Hobbies ★ Interests

- Reading
- Keeping abreast of local, economic and international affairs
- Music

Key Competencies



SMME's and Cooperatives
Training



Small business
promotion, consultancy
and local economic
development



Facilitating linkages
between corporates
and small businesses



Business chambers
support



Communication, written
and public speaking

Publications

I've had articles published in the following publications:

- Leadership Magazine
- The Star
- Business Day
- Sowetan Newspaper

I wrote a 134 page Thesis for my Masters Degree in Development Studies :

- A Developmental Study to Investigate Whether a Formal Education is a Determinant of Entrepreneurial Success

Education / Professional Development

Tertiary

- 2003** : Masters Degree in Development Studies - University of the Free State
- 1997** : Effective Director Programme – Kagiso Leadership School
- 1995** : Executive Education, Arthur D Little – USA
- 1994** : BA in Communication and International Politics – UNISA
- 1980** : Labour Relations and Personnel Management – SBL, UNISA
- 1969** : Freelance Journalism – London School of Journalism
- Incomplete** : MPhil Entrepreneurship Started 2004 – Tukkies

Training

- 1998** : Entrepreneurship Development – USA
- 1995** : Voice and Communication Skills – The Voice Clinic
- 1993** : Small Business Consultancy – Japan

Professional Development & Travel

Courses, conventions and study programmes attended on SMME development and related issues in the following countries:



The USA



United Kingdom



Germany



Holland



Israel



Japan



Sweden



Zambia



Botswana

Career

Current Position

Position : Freelance SMME Development Specialist

Period : 2008 to Current

Since freelancing in the area of SMME development, I have taken on numerous SMME and Cooperative training assignments for the following development agencies:

- Development Bank of South Africa (DBSA)
- Gauteng Enterprise Propeller (GEP)
- Gauteng Provincial Dept. of Agriculture
- Small Enterprise Development Agency

Previous Positions

South African International Business Linkages Project (SAIBL)

Position : Deputy Director
Period : 2002 to 2008

The SAIBL Project assisted historically disadvantaged Small and Medium businesses by building their capacities in order to supply local corporations with goods and services.

It also sought to facilitate market access with US based companies.

- My primary responsibilities included liaison with:
 - Big companies
 - Organized business
 - Service providers
- Identification of training and technical assistance needs of high-growth SME's

Special Projects: Small Business Project

Position : Manager
Period : 1999 to 2002

Designed and managed local economic development programmes in partnership with the private and public sectors. The main activity was to assess the supply side and to match it with the demand side.

Functions included:

- The accreditation of SMEs in designated communities and marketing their goods and services with local corporations
- Deliverables were the creation of new jobs; the achievement of specific rand spend from corporations to SMEs and capacity building of SMME's through training programmes

Career / References / Conclusion

Previous Positions

NAFCOC

Position : Chief Executive Officer
Period : 1996 to 1999

- Management of strategic relationships between the chamber, government and corporate leadership; and the co-ordination and implementation of national economic empowerment programmes
- Hosting of international trade missions, participation at the National Economic Development and Labour Council (NEDLAC) and other bi-lateral forums
- Innovative input in the design and provision of services to members

National Industrial Chamber

Position : Executive Director
Period : 1986 to 1996

- Active role in the advocacy for a favourable policy environment for small business
- Managing the Business Skills for South Africa training programme
- Editing the chamber's bi-monthly newsletter
- Writing business plans
- Costing
- Pricing
- Marketing

Earlier Career

1971 to 1986 : Group Industrial Relations Consultant – Siemens Limited

1969 to 1971 : Journalist: The World Newspaper

References

South African International Business Linkages (SAIBL)

Contact Person : Mr Belvery Mthemzuka
Contact No : 071 866 0547

NAFCOC & National Industrial Chamber

Contact Person : Mr Steve Skhosana
Contact No : 079 889 9631

Small Business Projects

Contact Person : Mr Hennie Bornman
Contact No : 083 321 0690

Manala and Associates

Contact Person : Mphaka Manala
Contact No : 082 440 6270

Conclusion

"Thank you for your time and consideration in reviewing my CV.

I am confident that my diverse experience in Enterprise Development and facing some of the toughest environments and challenging situations will allow me to be an asset to many organisations.

I pledge to you that I will apply the same principles and level of commitment to your organisation which I've done in the past - my ultimate goal always being unequivocal success for the organisations I represent and to which I'm affiliated".