Jacques Adriaan Duvenhage

Sales, Key Account & Relationship Management · Financial Services & B2B Growth

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Potchefstroom / Gauteng, SA · Bilingual (Afrikaans & English) · Code B & Own Vehicle · Immediate



114%	500+	3 Promotions	FSCA RE5
Monthly KPI Average	**B2B Intermediaries**	**In 4 Years, 4 Months**	**Cert. #290909**
Top Life Specialist (PPS, '17)	Supported across NW, FS & GP	Broker Consultant to Adviser	Notice 59 Valid to Feb 2028

EXECUTIVE PROFILE

Relationship-driven B2B sales, key account, and financial services specialist with 10+ years of commercial, partner channel, and client-facing experience. Proven across **4.3 years and three consecutive promotions at PPS** (managing ±60–120 active advisers, 500+ cumulatively; **114% monthly KPI average**; **PPS Greek Incentive 2016**; **Top Achieving Life Specialist 2017**). Pairs genuine face-to-face trust building with analytical rigour (**NWU BEng Mechanical Engineering studies**; **4 Matric Distinctions**) and verified **FSCA RE5 (#290909)** regulatory standing.

CAREER EXPERIENCE

Commercial & Financial Practice Consultant · JD Systems & Consulting · NW / GP — Jul 2019 – Present

- **Advisory Workflow & Retention Audit (Dreyer's Consulting — SFP / PPS Practice, Jul–Aug 2025):** Partnered with practice principals to streamline a **13-stage client review journey** (annual reviews, SOB/FICA prep, e-sign tracking, WhatsApp follow-ups).
- Built structured B2B prospecting routines, discovery frameworks, CRM pipelines, and commercial proposals for South African SMEs.

Head of Sales (RegTech) · BDM & Advisory Roles · KYCDD · Three Peaks · PropInvest · SFP — 2021 – 2024

- **Head of Sales · KYCDD (Jul–Sep 2024):** Led B2B commercial outreach and executive discovery for an ISO-27001 FICA/KYC/AML compliance platform across financial and legal buyers **(short probationary mandate)**.
- **Three Peaks (Jul–Sep 2023) & PropInvest (Apr–Jun 2023):** Direct B2B payments/collections account acquisition and high-trust investor discovery consultations for structured property portfolios.
- **Independent Financial Adviser · Succession Financial Planning (Jul 2021–Feb 2022):** Delivered client FNAs and compliant risk reviews under FSCA oversight, submitting two complete client business cases.

Broker Consultant → Senior Life Specialist → Adviser · PPS · Potchefstroom & JHB — Mar 2015 – Jun 2019

- **Senior Life Specialist (JHB · 2018–2019):** Promoted after 35 months at a **102% cumulative KPI average**; advised Gauteng brokers on complex high-net-worth risk portfolios, mentored junior specialists, and supported Regional Sales Management.
- **Life Specialist (Potchefstroom — NW & FS · 2016–2018):** Managed **±120 active brokers & advisers** on risk structuring and underwriting—delivering a **114% KPI average**, **PPS Greek Incentive (2016)**, and **Top Achieving Life Specialist (2017)**.
- **Broker Consultant & Adviser Transition (2015–2016; Feb–Jun 2019):** Built a **±60-broker** territory (**81%** ramp-up KPI; **500+ cumulatively**), passed **FSCA RE5 (#290909, Jan 2019)**, and transitioned toward direct advisory prior to NQF5 completion.

Field & Outbound Sales Foundations · GreenCo Development (BFN) & Platinum Life — Nov 2013 – Dec 2014

- Direct B2B/B2C field sales alongside company directors for uPVC architectural systems (**GreenCo**) and high-volume outbound life insurance sales (**Platinum Life**; initial **FSCA DOFA 1 Nov 2013**).

EDUCATION · CREDENTIALS & CORE STRENGTHS

EDUCATION

- **BEng Mechanical Engineering Studies** — NWU Potchefstroom (2011–2013 · Uncompleted; Prof. Practice I 77% Dist., Graphics II 72%, Programming & IT 67%, Statics & Maths).
- **Matric (Bachelor's · 4 Distinctions)** — Hoërskool Fochville (2010): Accounting 83%, Phys. Science 83%, Maths 80%, Afrikaans 80%, English 75%.

BEHAVIOURAL FIT

- **Hyrax NBI Brain Profile (Jun 2026):** R1 Strategist (86), R2 Socialiser (74 · 81% People-Oriented), L1 Analyst (71).

CREDENTIALS & AWARDS

- **Top Achieving Life Specialist** (PPS, Mar 2017)
- **PPS Greek Incentive Qualifier** (2016 Production Year)
- **FSCA RE5 Passed** (#290909) & **Notice 59** (valid Feb 2028)
- **Masthead CPD** (16h Practice Mgmt · 7h RE1/RE5, 2017)
- **Presentation Skills** (SETA) & **Time Mgmt** (Feb 2017)

CORE STRENGTHS

Key Account Growth · Consultative Selling · Partner Retention · Territory & Pipeline Discipline · FAIS / FICA Governance · Bilingual AFR / ENG