Jacques Adriaan Duvenhage

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

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114%
Monthly KPI Average
Top Life Specialist (PPS, 2017)

500+
B2B Intermediaries
Supported across NW, FS & GP

3 Promotions
In 4 Years, 4 Months
Broker Consultant to Adviser

FSCA RE5
Cert. #290909
Notice 59 Valid to Feb 2028

EXECUTIVE PROFILE

Relationship-led sales, key account, and financial services specialist with over a decade of commercial, partner channel, and client-facing experience across South Africa. Anchored by **4 years and 4 months and three consecutive promotions at PPS** (Potchefstroom & Johannesburg)—where I managed active portfolios of **±60 to ±120 independent financial intermediaries** (**500+ cumulatively**) serving doctors, engineers, attorneys, and business owners, delivering a **114% monthly KPI average**, qualifying for the **PPS Greek Incentive (2016)**, and earning **Top Achieving Life Specialist (2017)**.

Equally comfortable building trust face-to-face over coffee, structuring complex B2B and client solutions, and running disciplined territories and pipelines. Combines verified regulatory standing (**FSCA RE5 #290909**; **Notice 59 of 2026**), quantitative analytical rigour (**BEng Mechanical Engineering studies at NWU**; **4 Matric Distinctions**), and native bilingual fluency (**Afrikaans & English**) to win, retain, and grow long-term client relationships.

CORE SALES & RELATIONSHIP STRENGTHS

- Key Account & Partner Growth
- Consultative Needs Discovery
- Face-to-Face Trust Building
- Territory & Diary Discipline
- Executive Briefings & Closing
- Long-Term Client Retention
- Pipeline & CRM Structuring
- Life, Risk & FNA Advisory
- FAIS, FICA & TCF Governance

CAREER EXPERIENCE

Commercial & Financial Practice Consultant
Jul 2019 – Present

JD Systems & Consulting · Potchefstroom & Gauteng

Independent client-acquisition consulting, CRM workflow optimisation, and advisory operations alongside the formal corporate and advisory mandates detailed below.

- **Advisory Client Retention & Workflow Audit (Dreyer's Consulting — SFP / PPS Practice, Jul–Aug 2025):** Partnered directly with practice principals to audit and streamline a **13-stage client review journey** covering annual portfolio reviews, Statement of Benefits (SOB) & FICA preparation, e-signature tracking, and WhatsApp client follow-up cadences.
- **SME Commercial Pipeline Advisory:** Built structured outbound prospecting routines, discovery frameworks, CRM stages, and client proposals for South African business owners to tighten conversion and follow-through.

Head of Sales (B2B RegTech / Compliance)
Jul 2024 – Sep 2024

KYCDD (Pty) Ltd · Sandton / Johannesburg

- Directed B2B commercial outreach, executive discovery meetings, and corporate pipeline development for an ISO-27001 automated **FICA, KYC, and AML/CFT compliance platform** serving financial services and legal buyers **(short probationary engagement)**.

Business Development & Investment Roles
Apr 2023 – Sep 2023

Three Peaks (Payments / Collections Tech) & PropInvest (Property Investment)

- **Development Manager · Three Peaks (Jul – Sep 2023):** Executed direct B2B commercial outreach and account acquisition for automated business payment and collections infrastructure.
- **Investment Consultant · PropInvest (Apr – Jun 2023):** Conducted high-trust investor discovery consultations, prospect qualification, and portfolio briefings for structured property investments.

CAREER EXPERIENCE (CONTINUED)

Independent Financial Adviser
Jul 2021 – Feb 2022

Succession Financial Planning (SFP / FS4P) · North West / Gauteng

— Conducted consultative client Financial Needs Analyses (FNA) and compliant risk reviews under FSCA oversight, preparing and submitting two complete client business cases and policy applications.

Broker Consultant → Life Specialist → Senior Life Specialist → Adviser
Mar 2015 – Jun 2019

Professional Provident Society (PPS) · Potchefstroom & Johannesburg

Three consecutive promotions across 4 years and 4 months servicing North West, Free State, and Gauteng graduate professional intermediaries (doctors, engineers, attorneys, and chartered accountants).

— **Senior Life Specialist (Johannesburg · Feb 2018 – Jan 2019):** Promoted after **35 months** with a **102% cumulative monthly KPI average**. Advised Gauteng brokers on complex high-net-worth risk portfolios, mentored junior specialists, strengthened partner retention, and supported Regional Sales Management.
— **Life Specialist (Potchefstroom — NW & Free State · Mar 2016 – Feb 2018):** Owned commercial relationships across **±120 active independent brokers and advisers** on multi-benefit risk structuring and underwriting solutions—delivering a **114% monthly KPI average**, qualifying for the **PPS Greek Incentive (2016)**, training new advisers, and earning **Top Achieving Life Specialist (Mar 2017)**.
— **Broker Consultant (Potchefstroom — NW & Free State · Mar 2015 – Feb 2016):** Built and serviced an allocated territory of **±60 intermediaries** (**81%** ramp-up KPI average) through disciplined weekly visits, rapid technical turnaround, and marketing support (**500+ intermediaries supported cumulatively, 2015–2019**).
— **Accredited Financial Adviser (Johannesburg · Feb 2019 – Jun 2019):** Passed **FSCA RE5 (#290909, Jan 2019)** and entered direct client advisory **(exited Jun 2019 prior to completing NQF5 qualification)**.

Early Field & Outbound Sales Foundations
Nov 2013 – Dec 2014

GreenCo Development (Bloemfontein) & Platinum Life

— **Field Sales Representative · GreenCo Development (Jun – Dec 2014):** Direct B2B and B2C field acquisition for architectural uPVC building systems, partnering with company directors on technical objections and full-cycle closing.
— **Outbound Sales Consultant · Platinum Life (Nov 2013 – Mar 2014):** High-volume telephone life insurance acquisition; registered initial **FSCA DOFA (1 Nov 2013)**.

EDUCATION

BEng Mechanical Engineering Studies (Foundational Coursework · Uncompleted)
2011 – 2013

North-West University (NWU), Potchefstroom

Passed quantitative and technical modules including **Professional Practice I (77% Distinction)**, Engineering Graphics II (72%), Engineering Graphics I (67%), Programming & IT (67%), Statics & Mathematical Modelling, Applied Algebra, and Physics.

National Senior Certificate (Grade 12 · Bachelor's Admission)
Dec 2010

Hoërskool Fochville · 4 Distinctions

Accounting 83%, **Physical Sciences 83%**, **Mathematics 80%**, **Afrikaans HL 80%**, English FAL 75%.

AWARDS, REGULATORY STANDING & PROFESSIONAL DEVELOPMENT

— **Top Achieving Life Specialist** · PPS (Mar 2017)
— **PPS Greek Incentive Qualifier** · 2016 Production Year
— **Presentation Skills Mastery** · SETA (Feb 2017)
— **Time Management** · The Time Clinic (Feb 2017)
— **FSCA RE5 Passed** · Cert. #290909 (Jan 2019)
— **FSCA Sec. 44 Exemption** · Notice 59 (Feb 2028)
— **Masthead Practice Mgmt** · 16 CPD Hrs (Nov 2017)
— **Masthead RE1 / RE5 Seminar** · 7 CPD Hrs (May 2017)

Behavioural Profile (Hyrax NBI Adult Brain Profile, Jun 2026): R1 Strategist (**86**), R2 Socialiser (**74** · **81% People-Oriented**), L1 Analyst (**71**) — naturally aligned to consultative client discovery, clear relationship communication, and structured commercial execution.
Mobility & References: Unendorsed Code B Driver's Licence (valid Oct 2028), own reliable vehicle, SARS Tax Registered, verified ID & certificates ready. Professional and PPS referees available upon request.