Jacques Adriaan Duvenhage

Technical B2B Sales & Key Account Management · Industrial, Energy & Growth

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

500+
B2B Accounts & Partners
NW, Free State & Gauteng

3 Promotions
In 4 Years, 4 Months
Territory Consultant to Senior

NWU BEng
Mech. Eng. Studies
4 Matric Dist. · Tech + Sales

EXECUTIVE PROFILE

Commercial hunter and B2B key account specialist with **10+ years of territory growth, partner channel management, and consultative closing** across North West, Free State, and Gauteng. Anchored by **4 years and 4 months and three consecutive promotions at PPS** (managing **±60 to ±120 active channel partners** and **500+ cumulatively** serving engineers, doctors, attorneys, and business owners; **114% monthly KPI average**; **PPS Greek Incentive 2016**; **Top Achieving Life Specialist 2017**).

Bridges **foundational mechanical engineering literacy** (**NWU BEng Mechanical Engineering coursework**; **Physical Sciences 83%, Mathematics 80%, Accounting 83%**) and **hands-on solar, Eskom Time-of-Use tariff, and field hardware experience** with genuine face-to-face trust building in native **Afrikaans and English**. Built for high-value B2B territories where clear ROI framing, technical credibility, and disciplined regional presence win long-term industrial, energy, and corporate accounts.

CORE COMMERCIAL & TECHNICAL CAPABILITIES

- Territory & Key Account Growth
- Technical ROI & Spec Framing
- Face-to-Face Discovery & Closing
- C&I Solar & Eskom Tariff Analysis
- NW, West Rand & GP Networks
- Pipeline, Diary & CRM Discipline
- Partner & Channel Enablement
- Bilingual EN/AF Proposals
- ISO-27001, FICA & Governance

CAREER EXPERIENCE

Commercial, Energy & Technical B2B Consultant
Jul 2019 – Present

JD Systems & Consulting · Potchefstroom, West Rand & Gauteng

Independent B2B commercial advisory, practical solar/energy and field infrastructure implementation, and SME workflow optimisation alongside the formal corporate mandates detailed below.

- **Agricultural & Commercial Solar / Eskom Tariff Analysis:** Hands-on multi-inverter (**Sunsynk**) telemetry diagnostics, **Eskom Landrate vs. Ruraflex Time-of-Use** utility bill reconciliation, battery load-shifting, and borehole/pump scheduling to cut peak-tariff grid expenditure.
- **Field Connectivity & Network Infrastructure:** Practical site deployment and fault-finding for fixed-wireless broadband (**WISP CPE alignment**, bracket mounting, Cat5e/Cat6 cabling, multi-WAN Fibre/LTE failover, and VLAN Wi-Fi) across farms and commercial sites in the Merafong, Fochville, Potchefstroom & West Rand corridor.
- **B2B Commercial Pipelines & Retention Audit (incl. Dreyer's Consulting, Jul–Aug 2025):** Partnered with practice principals to streamline a **13-stage client lifecycle & review journey**, and built structured B2B outbound routines, CRM pipelines, and executive proposals for South African SMEs.

Head of Sales (B2B RegTech / Enterprise 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 institutions and legal firms **(short probationary mandate)**.

Business Development & Commercial Acquisition Roles
Apr 2023 – Sep 2023

Three Peaks (B2B Payments Tech) & PropInvest (Property Investment)

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

CAREER EXPERIENCE (CONTINUED)

Independent Financial Adviser Jul 2021 – Feb 2022
Succession Financial Planning (SFP) · North West / Gauteng

— Delivered consultative client Financial Needs Analyses (FNA) and compliant risk structuring 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 managing high-trust B2B intermediary territories across North West, Free State, and Gauteng serving graduate professionals (engineers, doctors, attorneys, and chartered accountants).

— **Senior Life Specialist (Johannesburg · Feb 2018 – Jan 2019):** Promoted after **35 months** with a **102% cumulative monthly KPI average**. Supported Gauteng channel partners on complex high-net-worth portfolios, mentored junior specialists, strengthened retention, and supported Regional Sales Management.
— **Life Specialist (Potchefstroom — NW & Free State · Mar 2016 – Feb 2018):** Owned commercial relationships across **±120 active independent intermediaries** on complex multi-benefit structuring—delivering a **114% monthly KPI average**, qualifying for the **PPS Greek Incentive (2016)**, training new partners, and earning **Top Achieving Life Specialist (Mar 2017)**.
— **Broker Consultant (Potchefstroom — NW & Free State · Mar 2015 – Feb 2016):** Built and serviced a regional territory of **±60 intermediaries** (**81%** ramp-up KPI; **500+ partners supported cumulatively, 2015–2019**) through disciplined weekly field visits, rapid turnaround, and joint client support.
— **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)**.

Technical 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 technical field sales for **architectural uPVC building systems**—conducting site consultations, resolving technical specification objections alongside company directors, and closing full-cycle commercial and residential orders.
— **Outbound Sales Consultant · Platinum Life (Nov 2013 – Mar 2014):** High-volume outbound telephone sales execution and disciplined pipeline conversion **(initial FSCA DOFA 1 Nov 2013)**.

EDUCATION & TECHNICAL FOUNDATIONS

BEng Mechanical Engineering Studies (Foundational Coursework · Uncompleted) 2011 – 2013
North-West University (NWU), Potchefstroom
Completed foundational technical and analytical modules including **Professional Practice I (77% Distinction)**, **Engineering Graphics II (72%)**, **Engineering Graphics I (67%)**, **Programming & IT (67%)**, Statics & Mathematical Modelling, Applied Algebra, Chemistry, and Physics.

National Senior Certificate (Grade 12 · Bachelor's Admission) Dec 2010
Hoërskool Fochville · 4 Distinctions
Physical Sciences 83%, **Accounting 83%**, **Mathematics 80%**, **Afrikaans HL 80%**, English FAL 75%.

AWARDS, GOVERNANCE 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**) — wired for consultative B2B discovery, technical-to-commercial translation, and long-term territory ownership.
Territory, Mobility & References: Based in the Potchefstroom / Fochville / West Rand corridor (approx. 30 min from Potchefstroom CBD; covering NW, Klerksdorp, Vaal, West Rand & Gauteng). Unendorsed Code B Licence (valid Oct 2028), own reliable vehicle, SARS Tax Registered, verified certificates ready. Professional referees available upon request.