**CV Jaco Lubbe**

* **International Buyer, Sales Representative, Business Relations Manager, and (Chinese/English Translator).**

# **Executive Summary:**

* I am a young and ambitious technical buyer and sales person with extensive experience in international trading. I started my international career in 2004 when I moved to China and started working as a Sales and Marketing Manager at a plastic injection mold manufacturer

I have been conducting business between China and the western world ever since. I have been very fortunate to get the opportunity to visit and conduct business with hundreds of factories in more than 25 cities in China.

During the seven years I have worked in China I have learned the secrets of the business culture of the Chinese. I have also mastered Chinese Mandarin and this gave the ability to travel freely and conduct business independently. I am an Expert in Purchasing, Sourcing and Manufacturing in China as well as Product development and sales in China.

# **Fields of Expertise:**

* Project Management
* Key Account Management
* Sales and Marketing Management
* Business Relations Management
* Sourcing and Procurement
* Supply Chain Management
* Importing, Exporting and Logistics

**Technical Expertise:**

* **Automotive:** Mechanical part, Body parts, Electrical parts and Plastic parts.
* **Machinery:** Die presses, Injection molding machines, Dies, Injection molds and other manufacturing equipment.
* **Electrical:** Electrical Motors, Solar panels, Solar Geysers, Electrical cables, Electrical components and other Electrical equipment.
* **Welding & Tools:** Welding machines, Welding consumables, Power tools, compressors and Hand tools.

**Objectives:**

* I would like to provide a professional service to my customers with clear understanding of technical details by communicating in a simple but effective manner.
* I believe that it is my purpose to play a part in the rapid growing of our infrastructure in South-Africa, by providing a detailed technical service with a friendly attitude in a very busy and stressful market.

**Computer Literacy:**

* MS office software, AutoCAD, Solid works, Spin fire & Pro-Engineer.

**Work Experiences:**

1. **Prominent Paints /** **Assistant Manager (Jan 2002 – Feb 2003)**
   * **Duties:** Management, Logistics, Buying and Sales
   * **Reference:** Jan Fivaz – 012 542 2284
2. **CCD Couriers / Logistic Manager (Apr 2003 – Jan 2004)**
   * **Duties:** Management, Logistics and Deliveries
   * **Clients:** First national bank, Standard Bank, Rand Merchant bank, Investec and Barclays Bank
   * **Reference:** Rodney Church - 011 658 0055
3. **Sino-Mould co., ltd / Sales & Marketing Manager**

**(Feb 2004 – Aug 2006)**

* + **Duties:** Management, Sales, Marketing, Logistics and Project Management.
  + **Clients:** BMW, Nissan, Defy, Venture SA, VW, Liquid molding solutions and many more.
  + **Reference:** Sonny Goller – (0086) 1350 289 4212

1. **Tri-Eye systems / Sales & Purchasing Manager**

**(Aug 2006 – Feb 2009)**

* + **Duties:** Sales, Buying, Quality Control, Project Management, Logistics and Customs clearance and forwarding.
  + **Clients:** CMH group holdings, Jacaranda Motors and P.J Procurement.
  + **Reference:** Andy Van der Merwe – 076 868 5521

1. **PJP Electrical & Construction cc / Sales & Purchasing Manager (Feb 2009 – Feb 2011)**
   * **Duties:** Sales, Buying, Quality Control, Project Management, Logistics and Customs clearance and forwarding.
   * **Clients:** Technon Builders, Bester Construction and City Properties.

**Reference:** Pieter Lubbe – 083 233 5217

1. **“Springbok” Bar & Grill / Owner & General Manager**

**(June 2007 – Jan 2009)**

* + **Duties:** Management, Buying, Sales, Cooking and Preparation of food.
  + **Clients:** Foreign Expats and businessman from England, Australia, USA, Germany, Canada and many other countries.
  + **Reference:** Peter Davidson- (001) 512 863 8470

1. **Afri Welding & Tools / Key Account Manager**

**(Apr 2011 – Now 2012)**

* + **Duties:** Sales, Buying, Marketing, Project Management, Logistics and Business relations management.
  + **Clients:** Nissan SA, UD trucks, Nampak, Dorbyl (Metpro), Afrit Trailers, Steinmuller and many more.
  + **Reference:** Alta Viljoen

### Education

* I completed grade 12 (Matric) at H.T.S John Vorster in 2001 with a N3 Electrical technical certificate.

**After school education:**

* N4 Electronic engineering, Mechanical Engineering & Turnkey solutions and Chinese Language (Mandarin).
* Training on Pneumatic tools, Pneumatic motors and abrasives (Atlas Copco).
* International Marketing Management and Import & Export practice at Unisa.

**Personal Information:**

* **Surname:** Lubbe
* **Full names:** Andries Jacobus
* **Date of birth:** 27 May 1982
* **Nationality:** South-African
* **Marital status:** Married
* **Identity number:** 8205275108089
* **Residential address:** Berg Avenue , Florauna, Pretoria.