



RATHEO MOLEBATSI

PROJECT MANAGER

Thebi has extensive experience in a number of fields including mining, construction, marketing and customer service. A serial entrepreneur, he has founded a number of ventures in several countries across Africa. Thebi's passion for social justice has seen him partner with impoverished communities in rural Africa to bring much needed development projects with a view to creating sustainable employment and economic opportunities. Thebi serves on the Board of a Non-Profit Organisation and is a member of the Executive Committee of a Communal Property Association.



+1 954-228-1053



thebi@otchiru.com



49 First Avenue, Walkerville, 1961

SKILLS

- Business development and marketing
- Sponsorship management
- Project management
- Strong leadership capacity
- Problem-Solving
- Computer Literacy
- Excellent Communicator

EDUCATION

SECONDARY SCHOOL

Damelin College

1988 - 1990

BACHELOR OF ARTS

Wits University

1991 - 1994

LANGUAGE

English

EXPERIENCE

CHIEF EXECUTIVE OFFICER

Dieou Mining Company

2018/05 - Present

Founded the mining company in partnership with rural village in Mali, West Africa.

Develop plans to establish a small scale gold mining operation

Identify personnel and equipment needs for the mining operation

Identify financial partners to capitalise mining operation

Identify and engage other communities that could benefit from similar arrangements

PROJECT MANAGER

Yahina Business Projects

2010/02 - Present

- Develop project plan for all new construction projects
- Produce a budget according to project specification and bill of quantities
- Manage day to day activities on all construction projects
- Manage relationships with stakeholders including client project manager and community reps.
- Monitor and evaluate project performance
- Ensure timeous and successful execution of all construction projects

EXEXECUTIVE ASSISTANT TO MD

WesBank Auto

2005/03 - 2005/08

- Developmental position aimed at fast-tracking career advancement.
- Shadowed the Managing Director and assumed responsibility for certain operational and strategic initiatives within business unit.
- Chaired the Business Unit Diversity Forum, a body established to define, implement and monitor transformation objectives within the bank
- Monitored and advised the board on Employment Equity targets

CUSTOMER SERVICES MANAGER

WesBank Auto

2003/03 - 2005/03

- Managed the maintenance of Government vehicle fleet. Areas of focus include the North West Province and National Departments.
- Developed and managed relationships between WesBank Auto and Government departments
- Managed the government tender to provide Fleet Solution Services to government departments
- Advised the Director in the Department of Transport on matters relating to vehicle procurement, maintenance and repairs to ensure effective management of fleet and cost savings.
- Identified and advised on all irregularities and took action where fraud was identified.
- Reported monthly to National Department of Transport on matters relating to Fleet Management in the Provinces

TRUST ADMINISTRATOR

Nike South africa

2002/04 - 2003/02

- Seconded by NIKE SA to establish a Trust in honour of the late Sizwe Motaung. The main objective of the Trust was to develop Lifestyle Coaching programmes for current and past professional football players
- Oversaw the formation of trust and registration process
- Jointly identify and appointed 9 trustees from the sporting and business communities.
- Formulated trust vision, mission and strategic plan.
- Responsible for fund raising drive and trust capitalization and the identification of beneficiaries.

HEAD OF DEPARTMENT - SPONSORSHIPS

Sail Sport &Entertainment

2006/04 - 2008/01

• **Contractual Management of Client Accounts**

- Managed the Bidding and Hosting contract for a key client, The Gauteng department of Sport, Recreation, Arts and Culture
- Entered into third party contracts on behalf of client
- Ensured that breaches of contracts are identified and managed with urgency with the focus on a solution
- Negotiated and managed Sponsorship Rights and measured ROI
- Adhered to payment schedules and other obligations on behalf of the client
- Managed contract renewals

Sponsorship Financial Management

- Managed sponsorship budgets of R100 Million on behalf of clients
- Managed the payment process to third parties in accordance with the Service Level Agreement and the PFMA
- Ensured compliance with internal financial management systems
- Conducted the necessary approvals on the system to prevent delays in the financial processes.
- Ensured that staff have loaded client information and transactions correctly on the financial system
- Ensured that no third party suppliers undertook work on behalf of client without following proper procedures, including the issuing of an official purchase order
- Managed any breach of the policies and procedures
- Assisted the finance department with debt collection and other issues
- Constantly monitored the system for changes in the processes and implemented them effectively

Sponsorship Relationship Management

- Built and maintained professional working relationships with all clients with the view to resolving problems and working towards mutually beneficial goals, as well as with key stakeholders in the industry

New Business Development

- Actively sought out new business opportunities with a view to meeting set financial targets
- Prepared and presented business plans and case studies to potential new clients
- Prepared relevant documentation in response to advertised tenders
- Internal Business Operations
- Managed a staff of two, including a Sponsorships Manager
- Managed the day-to-day operation of the department
- Adhered to all internal policies and procedures

CATEGORY MARKETING MANAGER - FOOTBALL

Nike South Africa

1998/02 - 2002/12

- Developed and implemented marketing plans to promote Nike Football products in SA
- Led and managed the football Strategic Business unit, an integrated team combining Marketing, Sales, Finance, Product Development and Distribution, responsible for positioning NIKE as the leading brand in the local Market, and reported to the Board.
- Managed the sponsorship of Kaizer Chiefs, including contract negotiations, product allocation and developing a marketing plan to leverage the sponsorship
- Identified and managed relationships with key local and international athletes with a view to entrench the Nike brand in the marketplace
- Identified professional athletes for product placement and facilitated a dialogue between key athletes and product developers and marketing team on issues relating to product quality and brand positioning
- Liaised with International Head Office, the football governing body and other stakeholders on the development of football in the region
- Co-coordinated the NIKE Premier Cup, an International youth soccer tournament that supports the company's Social Responsibility Initiative
- Successfully managed an annual football sales and marketing budget in excess of R50 Million
- Acquired and managed relationships with key stakeholders in the football industry