

SACKEY NATANGWE AIPINGE
Goshawk no. 7, Hochland Park Windhoek
P O Box 98456, Windhoek, Namibia

Cell: 0811 283202

sackey@welwitschia.com.na

-----Senior Executive-----

Motivated business executive with highly visible senior management accountabilities eager to bring to your Organisation, with strong ability to significantly increase growth, profitability, efficiency and shareholders value.

-----Professional Profile -----

- Performance driven, entrepreneurial executive with more than 8 years of experience in business management, sales and marketing and business acquisition and mergers.
- Proactive self starter with track record of initiative, personal responsibility, ownership of work and reputation making things happen.
- Highly analytical thinker with demonstrated ability to scrutinize technical and financial data
- Extensive experience in labour relations and dispute resolution
- Strong leadership skill who effectively motivates other and direct top-level strategic corporate initiatives.
- Creative and enthusiastic change agent with proven track record in improving efficiencies, reducing costs and increasing revenue.
- Strategic marketer with history of developing brand strategies to reposition and retain brands.(NAM-MIC BRANDS)

-----Areas of Expertise-----

- | | |
|-----------------------------------|-----------------------------|
| * Business Development/Management | * Product Development |
| * Lead Generation | * Brand / Product Marketing |
| * Customer Satisfaction | * Positioning Strategies |
| * Dispute Resolution | * Acquisition/Mergers |

- * Mediation
- * Arbitration
- * Negotiation

- * Mergers
- * Market Segmentation

-----Professional Experience -----

1. **National Organiser and Assistant General Secretary, Mineworkers Union of Namibia (MUN) Windhoek, September 1995 – September 1999**

- Coaching and motivating eight (8) member teams of Regional Organisers
- Wage and salary negotiations at enterprise level.
- Crafting performance driven culture to ensure accountability and personal responsibility.
- Supervising and developing marketing and sales strategy
- Negotiation of recognition agreements.
- Representing members at Conciliation, Mediation and Arbitration Boards
- Attend District Labour Courts complaints.

2. **Managing Director, Namibia Mineworkers Investment Holding Company (Nam-mic Holding) (Pty) Ltd, September 1999 – June 2002**

- Managing and monitoring investments activities in subsidiaries and associate companies.
- Business acquisitions and mergers.
- Created an organisation from start-up position to functioning investment companies.
- Developed and implemented a turn around strategy from loss of N\$ 3 million in 2000 to the asset base of N\$ 47 million in 2006.

3. **Group Managing Director, Nam-mic Holding and Nam-mic Financial Services and its subsidiaries, June 2002 – June 2007**

- Successfully established and launched the leading Broad based Black Economic Empowerment (BBEE) Nam-mic Financial Services in Financial Services from shareholder equity of **N\$ 0 to investment portfolio of over N\$ 100 million in value.**
 - o Established a leading micro lending business, Nam-mic Financial Solutions that is focusing on debt consolidating of union members under the National Union of Namibian workers, through accessible and affordable loans.

- Supervised and led creative teams in developing marketing programs and lead generation through direct marketing.
- Formulated of business plan designed to grow shareholders value and capturing share of new changing markets.
- Developed and successfully rolled out affordable products for the union target market
- Successfully negotiated and secured funding for the following acquisition and mergers.

*	Bank Windhoek Holdings	-	10.5%
*	Welwitschia Nammic Insurance Brokers	-	24%
*	Santam Namibia	-	10%
*	Sanlam Namibia	-	6.4%
*	Nam-mic Financial Solutions	-	100%
*	Jowells Transport	-	25%
*	Avis Namibia	-	25%
*	Trip Travel	-	25%
*	CellOne/ Powercom	-	12%
*	Evi Mining	-	26%

4. Managing Director, Welwitschia Nammic Insurance Brokers (Pty) Ltd, June 2007 to date

- Oversaw strategic planning, business development, sales marketing, product pricing and revenue growth.
- Responsible for control and directing of 11 regional offices network.
 - o **Manage more than 100 employees and a company with income of over N\$ 180 million in revenue.**
- Development of business plan and implementation thereof.
- Ensure customer service and service delivery.
- Ensure shareholders growth and return on investment.
- Developed brand and product channel strategies to more effectively grow market share.
- Manage business acquisition and merger.
- Created performance driven culture that ensure accountability and personal responsibility.
- Overall management of the entire organisation.

-----Education-----

- CPIR, University of Witwatersrand, South Africa
- POST GRADUATE DIPLOMA (PGD) in Law, University of Cape Town
- ADVANCE Certificate in Alternative Dispute Resolution (ADR) USA
- ADVANCE Certificate in Conflict Resolution

-----Non Executive Directorship-----

- Bank Windhoek (2003 - 2007)
- SanLam Namibia (2004 - 2007)
- Nampost (2001 - 2006)
- PowerCom / Cell One
- Evi Mining
- Avis Namibia
- NutriFood
- Sanlam Investment Management SIM 2000 - 2006
- AGRICULTURAL Bank OF NAMIBIA 2001 -2004
- Preferred Management Services
- Sound Investment Holdings
- Nam-mic Financial Solutions
- Jowells Transport
- Ekuya Investments
- Ongulumbashe Bricks Development
- Preferred Labour Solutions
- Nam-mic Holdings
- Preferred Management Services