

Clinton Shaun Papenfus

374 Manitoba Drive, Faerie Glen, Pretoria, South Africa, 0081

+27 64 650 7651

clintonp64@gmail.com

<https://www.linkedin.com/in/clintonpapenfus/>

<https://www.clintonpapenfus.co.za>

PERSONAL STATEMENT

A highly competent and astute Account Manager with a proven track record of consistently achieving and exceeding yearly revenue targets. I have an array of technical skills from Project Management, Geospatial Software to Systems Analysis. I can work in a team environment and as an individual. I am comfortable in communicating across all levels of an organization. My strength is selling solutions across an enterprise and becoming a trusted advisor to my clients. I have closed deals in excess of US\$ 1 million. I have a practical approach to problem solving and enjoy in mentoring and leading team members through difficult sales and environments. I perform the best under pressure and with tight deadlines. I am responsible for managing relationships with International Business Partners. I am comfortable in fulfilling numerous roles simultaneously, such as Account Manager and Industry Lead.

WORK HISTORY

Esri South Africa

Midrand, Johannesburg

November 2010 - present

Senior Account Manager

- Business Development
- Sales Management
- Market Research
- C-Level engagement

Industry Lead/Solution Engineer

- Telecommunications

Sebata Municipal Solutions

Sandton, Johannesburg

January 2010 – October 2010

GIS Manager

- Business Development
- Account Management
- Spatial Management

State Information Technology Agency

Pretoria

September 2007 – December 2009

GIS Systems Analyst

- FOSS4G (Free & Open-Source Software for GIS) Project Lead
- GIS Lead for numerous government projects
- Systems Analyst for GIS Projects

QUALIFICATIONS

University of Cape Town

Remote
2022

Sales Management

University of Cape Town

Remote
2021

Business Development

The Fiber Optic Association Inc.

Remote
2021

Certified Optic Technician - #7077109

The Fiber Optic Association Inc.

Remote
2021

Fiber Optic Design Specialist - #7077109

New Forest High School

Durban, South Africa
1991

National Senior Matric Certificate (Grade 12)

TECHNICAL SKILLS

- Account Management
- Business Development
- Sales Management
- Sales Forecasting
- Telecommunications
- Solution Selling

PERSONAL SKILLS

- Leadership
- Self-Motivated
- Negotiation Skills
- Conflict Resolution
- Communication Skills
- Responsible
- Tenacious
- Stakeholder management skills

COMMUNITY AND VOLUNTEER EXPERIENCE

Esri South Africa

Midrand, Pretoria
Ongoing

Mentor

- Career development for Interns
- Project oversight
- Mentoring responsibilities

Telkom SA

Durban
2000 - 2007

Ambassador

- Community Projects (Disadvantaged Communities)
- GIS in Schools
- Raising funds for NGO's

Community Policing Forum

Berea, Durban
1996 - 2004

Chairperson

- Community Representative
- South African Police "watchdog"
- Community projects

ACHIEVEMENTS

- Intern Mentorship
- Self employed (Provided technical support and hardware to engineering firms, closed company when I moved to Pretoria)
- First Software Enterprise License Agreement for telecommunications company in Africa

INTERESTS

- Web Development – www.clintonpapenfus.co.za
- Open-Source software
- New technologies
- Restoration projects

REFEREES

Hermien Bijk
Solution Engineer - Infrastructure
Esri Inc.
+316 8274 3904
hbijk@esri.com

Richard Weiss
Chief Commercial Officer
1Spatial
+41 79 692 57 78
richard.weiss@1spatial.com