

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
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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
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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
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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
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INTERESTS

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

Hermien Bijker
Solution Engineer - Infrastructure
Esri Inc.
+316 8274 3904
hbijker@esri.com

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