



Willem Blackie

"Strategic, analytical minded | Certified in Financial Modelling & Analysis | Legal & Commerce Background | Entrepreneurial | Data-Driven Decision-Making | Certified in Business Rescue Proceedings"



willeblackie@gmail.com



(+27) 72 157 2859



Centurion

Professional Summary:

Hello, I'm Willem, and I've built my professional foundation with a Bcom Law degree; earning my first post-graduate certification in Business rescue and thereafter in financial modelling and analysis.

Timely service delivery with a high level of client satisfaction is one of my core values, followed by continual personal development. I believe that "a Reputation precedes oneself" meaning that the success of both a business and a person lies in the manner how services are rendered with industry knowledge as your competitive advantage.

In my role as a Fund Manager at Solidariteit: Helpende Hand in Centurion, I successfully managed a portfolio of 30 academic funds and co-managed R300 Million. Beyond the numerical aspects, my focus has always been on fostering relationships and finding effective solutions.

Venturing into entrepreneurship, I established and directed operations for an online furniture store, demonstrating profitability and strategic thinking. During the challenges of the COVID-19 lockdown, I initiated a unique fundraising platform, emphasizing practical solutions in trying times.

I've started to diversify my skill set in the business and finance industry and realised that I like to solve higher-degree business problems. Problems originating from underutilized working capital, analysing cash flow- and income sheets, health checking a business and modelling the potential impact of new projects. I have a strong interest in business rescue proceedings, turnaround management, and process development.

Looking ahead, my short-term goal involves pursuing Chartered Financial Analyst (CFA) Level 1, reflecting my commitment to continuous improvement. In the long run, I aspire to become a CFA Charterholder, navigating the complexities of the finance world with a pragmatic approach and international accreditation.

The story is ongoing, and I welcome you to be a part of the journey.
Best regards,

Willem Blackie



Willem Blackie

"Strategic, analytical minded | Certified in Financial Modelling & Analysis | Legal & Commerce Background | Entrepreneurial | Data-Driven Decision-Making | Certified in Business Rescue Proceedings"



willeblackie@gmail.com



(+27) 72 157 2859



Centurion

Education

Certificate in Financial Modelling & Analysis

University of Cape Town, Online

Modules passed with distinction:

- Using financial modelling effectively.
- Accounting statements.
- Building the three-statement model.
- Forecasting the three-statement model.
- Sensitivity and scenario analyses.
- Modelling different types of businesses.
- Using financial models for decision-making in business.
- Using financial models for business and project valuation.

Post-Graduate Certificate in Business Rescue Proceedings

University of South Africa, Online

- Companies Act 71 of 2008.
- Regulations of the Companies Act.
- Registration process with the Companies and Intellectual Property Commission (CIPC).
- The submission of CoR forms to the CIPC.
- The navigation of the SARS E-filing system.
- The management of business turnaround situations.

Bachelor of Commerce in Law

North West University, Potchefstroom

- Legal capabilities: Comprehensive understanding of the South African legal structure and the various subdisciplines of law.
- Research skills: Legal texts and academic papers, to enhance informed decisions and recommendations.
- Interpretation skills: Advanced legal questions arising in financial contexts.
- Communication skills: Proficient in articulating and communicating legal problems and their solutions.

Specialist modules:

- Financial management.
- Business management.
- Strategic management.
- Marketing management.
- Purchase and supply management.
- Macroeconomics.
- Microeconomics.
- Risk management.
- Company law.
- Contract Law.
- Criminal law.

Personal details

Date of Birth

29 August 1996

Driving License

Code B

Gender

Male

Nationality

South African

LinkedIn

<https://www.linkedin.com/in/willem-blackie-51b00722a/>

Skills

Three-Statement Modelling



Competitive Analysis



Profitability Analysis



Budgeting and Forecasting



Microsoft Excel



Microsoft Powerpoint



Cost Control and Reduction



Decision-Making



Leadership Skills



Microsoft Word



- Delict Law.
- Indigenous Law.
- Labor Law.
- Legal philosophy.
- Language skills in the legal context.
- Property Law.

Employment

Jun 2022 - Present

Fund Manager

Solidariteit: Helpende Hand, Centurion

Key Accomplishments:

- Manager of 30 diverse academic funds.
- Co-manage Capital funds of R300 Million.
- Shares the responsibility of achieving the yearly goal of R65 Million in new funds, recurring funds and accounts receivable.
- This role requires managing various stakeholders and roleplayers effectively.
- Establishing and overseeing committees that facilitate decision-making and collaboration.
- Managing different types of marketing campaigns.
- By reviewing and questioning the current company policies, I was able to propose strategic improvements and increase operational efficiency.
- Used AI to improve time management methods, making processes faster and more efficient.
- Improved the report generation processes by redesigning and structuring them, which increased the quality and effectiveness of the content produced.
- Merged data from different folders into organized spreadsheets.
- Created dynamic financial models from historical financial reports and data, offering useful guidance for decision-makers.

Business Incubator

Jan 2020 - Jun 2022

Inventory Store, Wishi Washi and Fundables

Inventory Store, Potchefstroom, 2021 -2022:

- Established and directed operations for an online furniture store, overseeing every aspect of the business life cycle. From sourcing to sales.
- Strategically sourced storage solutions for inventory, optimizing storage and logistics for streamlined operations.
- Capitalized on liquidation opportunities and executed successful bids on non-selling display units, contributing to increased profit margins.
- Orchestrated auctions to sell surplus stock, implementing marketing strategies to maximize product visibility and demand.
- Ensured the profitability of the business through effective pricing strategies, marketing campaigns, and inventory management.
- Managed end-to-end logistics, including stock transportation and deliveries, ensuring a seamless customer experience.
- Negotiated and executed a profitable sale of the business, leveraging comprehensive knowledge of the industry and market trends.

Business Law

Negotiation Skills

Legal Research and writing

Team Collaboration

Presentation Skills

Adaptability

Problem-Solving

Critical Thinking

Languages

Afrikaans

English

Hobbies

- Golf
- Drumming
- Reading
- Socializing
- Gaming
- Sports

Wishi Washi Mobile Detailers, Reitz, 2020-2021:

- Established and managed a mobile detailing business, offering comprehensive services.
- Achieved growth in clients, emphasizing customer satisfaction and service delivery.
- Orchestrated the successful sale of the business, showcasing effective business development and operational efficiency.

Fundables, Online, 2020-2021:

- Launched and successfully operated an innovative online fundraising platform catering to NPOs and schools during the challenging times of the COVID-19 lockdown.
- Pioneered a unique approach to fundraising by organizing virtual events, contributing to R70 000 in funds raised.
- Negotiated and executed the profitable sale of the platform, demonstrating strategic planning and business acumen.

Dec 2018

Assistant

Logos Eiendomme, Reitz

Key Accomplishments:

- Property listings.
- Enhanced the website design and functionality, resulting in a better visitor experience.
- Increased brand visibility and property inquiries by executing social media campaigns.
- Observed my direct manager.

Future endeavors

Short term (1 - 2 years)

Continual learning:

Chartered financial Analyst- Level 1

- Acknowledging the high difficulty, I aspire to complete CFA- level 1 through the CFA Institute.

Long term (5 years)

Continual learning:

CFA Charterholder

- I aspire to complete CFA- level 3 through the CFA Institute.

References

Operational Manager:

Solidariteit: Helpende Hand Studietrust

Lizelle van der Klashorst

Contact: 083 294 4204

Fund Manager:

Solidariteit: Helpende Hand Studietrust

Rulandi Swarts

Contact: 074 738 2798

Head of Student Administration:

Solidariteit: Helpende Hand Studietrust

Yolandi Theron

Contact: 072 234 4928