**Rouet Du Plessis**

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**SALES REPRESENTATIVE**

*Drive creative solutions to meet strategic goals & financial results.*

Exceptional organization skills and driven competitor with a track record of delivering on key strategic goals and financial results. Entrepreneurial in my focus on building revenue-generating partnerships/projects through collaboration, creativity, and innovation. Leveraged my marketing leadership skills building brand recognition, driving social selling, and initiating a channel of communication. I am adept at crafting solutions to thrive and grow in a rapidly changing market and am passionate to acquire new experiences.

**CORE COMPETENCIES**

Sales Territory Management • Strategic Partnership Development • Marketing • Cross-Functional Global Collaborator • Technology Consultant • Theatre assistant to Surgeons

**EXPERIENCE**

**Bbraun South Africa, Johannesburg. 2018- 2022**

*B.Braun developed effective solutions and guiding standards for the healthcare system in a constructive dialog with our customers and partners.*

**Theatre assistant to Prof. Bütow at Wilgers Hospital**

Revitalized theatre assistance and implement an action-oriented team, assisting with extraordinary operations. Implemented sound branding practices in the market.

* Managed all aspects (sales growth, product assortment, operations, marketing and machinery) of the dental department of one of Pretoria’s biggest private hospitals on theatre level.
* Provided strategic advice and leadership with the territory representative to the CSSD team through market research.
* Assisting the area specialist in the daily running of the Pretoria sales area, both private and public sectors.
* Providing training and handling of medical machinery to operators, assistants and CSSD staff.

**Youth For Understanding, South Africa, national support manager. NGO. 2017 – 2020**

*Youth For Understanding is an international youth exchange organization that promotes intercultural exchange programs between South Africa and the world.*

**National support Manager.**

Reporting directly to the Regional Director, optimize the strategic collaboration of students and host families based on the global regulations, in partnership with 55 international countries and their teams. Participate in yearly AGMs with board members, staff members and interested parties.

* Project managed:- Orchestrated the communication plan for the support team of ten members, setting the standard for future reports.
* Executed and led team and staff meetings as well as round table meetings in extreme cases of non-adaptation between members.
* Design and execute training sessions for team members and new parties wanting to get involved in YFU.

**Nursing, Johannesburg. 1990 – 2017**

**Nursing, Operating theatres and surgeries, various employers.**

*At various times in my life throughout the period above, I worked at various doctors and theatres performing various medical procedures as an assistant.*

* Assisting Dental practitioners in several disciplines, general dental surgeons, Maxilla facial surgeons, Periodontists and prosthodontists.
* Operate all machinery, drills, burs, micro burs, high speed and contra-angles.
* Repair most machinery on a minor scale in emergencies.

**STARTUP OWN BUSINESS, 2015-2017**

**Business owner and operator.**

*Own school transport business.*

* Initiated/delivered a strategic marketing plan on running my own transport business.
* Optimized market share, costing, advertising and accounting.
* Drawing up and signing of contracts.
* Obtaining a PDP licence, passing a medical check, obtaining police clearance.
* Maintaining a tight schedule on vehicle maintenance, logbook and route planning.

**MEDICAL AND DENTAL REPRESENTATIVE, 2006 – 2015**

**Various medical and dental companies, Johannesburg and Pretoria and country areas.**

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* Cold calling on various disciplines, Ophthalmic, Dental, Pharmacies, Government and Private hospitals, Casualties and ICU’s.
* Selling and after-sales service to clients in regard with machinery and quip net bought, slit lamps, neuro burs, dental saws, dermatomes.
* Taking part in HIV rapid kit tender processes, sourcing stock from abroad.
* Training all parties on relevant equipment, from the main end-user to CSSD staff.
* Placed orders on SYSPRO, track sales targets.
* Attending national and international sales and training meetings, and country trips.
* Detailing of various products and machinery

**EDUCATION**

**Education: WITWATERSRAND TECHNICON, Johannesburg, South Africa, Dental Nursing Certificate.**

* **TEFL Level 5, teach English to foreign language speakers international course.**
* **Matrix certificate, Hoërskool President, Johannesburg.**

**Personal Development:** Working towards a Bed degree. Aros University.