

SIFISO SIMISO CLIVE QOGWANA

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PROFESSIONAL SUMMARY

Meticulous and analytical professional with expertise in sales, recruitment, and political science research. Adept at business development, IT recruitment, and client relationship management. Proven ability to source top talent, negotiate deals, and implement strategic recruitment and sales solutions. Strong academic background with research proficiency and a commitment to excellence in both private and public sectors.

PROFESSIONAL EXPERIENCE**Associate Consultant - IT Recruiter (Salt | Cape Town)**

September 2023 – Present

- Specialized in IT recruitment for ERP systems (SAP, Oracle, Dynamics), Cloud, Software Development (JavaScript, Java, C++, Rust, Golang), CRM (Salesforce, Dynamics), Payments, and Telco.
- Conducted end-to-end recruitment, including talent sourcing, screening, and interviews.
- Collaborated with clients to understand hiring needs and provide tailored recruitment solutions.

Bulk Recruitment Consultant (The Unlimited | Durban, South Africa)

June 2021 – August 2023

- Sourced and engaged sales candidates via job portals, social media, networking, and referrals.
- Conducted interviews, skill assessments, and negotiations, ensuring successful placements.
- Developed and executed innovative recruitment strategies to enhance hiring processes.

Persal Sales Executive (The Unlimited | Durban, South Africa)

March 2020 – June 2021

- Targeted government employees for short-term insurance products.
- Delivered persuasive sales presentations, emphasizing policy benefits and financial advantages.
- Built and maintained long-term client relationships to drive retention and satisfaction.

EDUCATION

Master of Social Science (Political Science & International Relations)

University of KwaZulu-Natal | 2021 – 2022

- Full research module (198 credits).

Bachelor of Arts Honours (Political Science & International Relations)

University of KwaZulu-Natal | 2020 – 2021

Bachelor of Social Sciences (Psychology & Political Science)

University of KwaZulu-Natal | 2017 – 2019

AWARDS & CERTIFICATIONS

- **PhD Scholarship** | NRF - National Research Foundation
- **Golden Key International Honour Society** | Invitation based on academic excellence
- **Certificate of Merit** | Highest marks in Honours dissertation (84%)
- **Merit Postgraduate Bursary** | Awarded for an aggregate of 65%+
- **TEFL Certified** | 120-hour course
- **NSC Bachelor's Degree Pass** | Two distinctions