



CURRICULUM VITAE

INTRODUCTION

Strategic thinker and business problem solver. Murray utilizes keen analysis and insights to drive organizational improvements and implementation of best practices. Superior interpersonal skills, capable of resolving multiple and complex issues and motivating staff to peak performance. Has a superb grasp of technology, particularly to streamline business procedures. Being a member of MENSA means that Murray has the intellectual capacity to solve difficult problems.

AREAS OF EXCELLENCE

25 years successful experience providing strategic, fiscal and operations leadership in uniquely challenging situations:

- Strategy, vision & mission planning
- Sales and marketing leadership
- Chief business technologist
- Maximise strengths of others
- Financial management
- Solutions architect & design
- Creative thinker
- Strategic alliances & contract neg.
- Connector

EXECUTIVE HIGHLIGHTS

- Oversaw an **international** restructure including the complex transfer of intellectual property, head office and main sales office to another country.
- Oversaw a strategic **marketing** campaign focussing heavily on the internet
- **Managed** teams and staff world-wide both directly and indirectly; assigning of tasks and motivation to achieve goals.
- Identified and analysed potential and actual **investments** and other business opportunities.
- Skilled at preparing written and delivering oral **presentations** to boards of directors, investors and customers.
- Oversaw strategic planning, forecasting and financial modelling for **complex** business solutions.
- Developed and presented business plans, investment models and forecasts to **venture capitalists** and angel investors.
- Negotiated financing from **bankers** to finance acquisitions and working capital.
- Developed extensive business experience in numerous **industries** including telecoms, manufacturing, property, leisure, consulting and insurance.
- Successfully **sold** a major business venture in the UK.
- Oversaw international **tax planning** for Group restructures and new developments.
- Primary contract **negotiator** with international customers, suppliers, partners, and professionals.
- Managed the redesign and implementation of an insurance underwriting **software solution**
- Developed a broad range of **IT skills** – both hardware and software, as well as good knowledge of available technologies.
- Designed and implemented or overhauled **financial systems** for start-ups and new companies including finding and implementing new accounting systems.
- Developed and managed worldwide **cash flow** strategies.
- Developed and managed first **budget** processes and underlying detailed budgets.
- Oversaw set up of “**start up’s**” with tightly controlled financial systems.

EMPLOYMENT HISTORY

PART TIME FD/DOUGHGETTERS

ACCOUNTING

Owner

Wherever there is internet

Mar 2011 -

My clients utilise my strategic abilities in developing their financial systems, business strategies and other business advice. I provide outsourced accounting and financial director services.

EDUCATION

- Chartered Accountant of South Africa
- Honours Bachelor of Accounting Science
- Bachelor of Accounting Science

South African Institute of Chartered Accountants
University of South Africa
University of South Africa

MEMBERSHIPS, ASSOCIATIONS AND VOLUNTEER POSITIONS

- | | | |
|--|---|--------------------------|
| • Member of the Gauteng Society of Chartered Accountants | | Since 1998 |
| • Member of MENSA | | Since 2014 |
| • Member of Botanical Society of South Africa | | Since 2020 |
| • St. Albans College (Volunteer) | Member of the Board, Finance Subcommittee | 1996 - 1998, 2006 – 2018 |
| • St. Alban's College Old Boys (Volunteer) | Vice Chairman and Treasurer | 1994 - 1998, 2006 - 2018 |
| • Eastern Suburbs Nursery School (Volunteer) | Director | 2005 - 2007 |
| • Eastside Community Church (Volunteer) | Leadership Management Team | 2010 – 2018 |
| • Eastside Primary School (Volunteer) | Member of the Board | 2012 – 2016 |

HOBBIES AND OTHER

Mountain biking, DIY, gardening, most things outdoor, reading, children, learning new things, Blue Bulls, all things technology.