

## **Concise Resume:**

**Jean Carl Aucamp (Carl)**  
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### **Educational and Professional Qualifications:**

- BComm – Potchefstroom University for CHE.
- Practical Small Business Management Consultancy Course (Small Business Advisory Bureau, a bureau at the North-West University Business School)
- Small Business Consultancy practical approval – SBAB as Qualified Business Consultant.
- Certified Business Advisor (Accreditation Number: SAQA – ETQA818) – Institute of Business Advisors SA (IBASA)
- Accredited Small Business Management/Entrepreneurship Course Presenter (Accreditation Number: A001-200513-310516) – Small Business Advisory Bureau (SBAB).
- Accredited Trainer & Mentor – Bottom-up Courses.com
- Systems Analysis & Design - Diploma (Intec College)
- Advanced Financial Management (XAFM95 / B1 5729) - Diploma (Executive Education, accredited by Newport University in California).

### **Some Notable Achievements:**

- Publication: Aucamp, J.C. 1992. A Practical Guide for the Interpretation of NPI (National Productivity Institute) Industrial Productivity Reports.
- Manager: Industrial Development of the Free State Province at a young age.
- Was seconded to single-handedly plan and establish a section 21 (non-profit) company for the Free State Government to market the Free State as an investment location. This included liaison with Flanders for investment and marketing to obtain viable industries to expand or relocate.
- Established and successfully managed a Russian air freight company in the DRC.
- Successfully initiated, negotiated and implemented the Bukavu Air Freight Association in the DRC.
- Manager: Small Business Loans at a private bank, WIZZIT Financial Services.
- Founded the SA Entrepreneurial Development Hub NPC and brought more than 165 year's small business experience management together under one umbrella.
- Won two BANKSETA Government contracts to train (NQF level 5: Programme in Entrepreneurship Skills) and mentor 200 entrepreneurs at five distant locations and project managed it successfully.
- Established a sound, proven association and professional work relationship with the Small Business Advisory Bureau (North-West University School of Business).
- Assisted to establish the SA Council for Small Business NPC and brought small business management experts together with the aim of re-establishing effective small business development in Southern Africa and to also work in association with the European Union.

## Professional Profile & Practical Experience:

**Current Positions:** SA Entrepreneurial Development Hub NPC (Founder & Director)  
SME Hub Mentors (Pty) Ltd (Managing Director)  
CEO & Chairman – SA Council for Small Business NPC

**Previous Positions:** 32 Buffalo Security Services (Pty) Ltd (50% Owner and Sole Director)  
Wizzit Financial Services (SME Loans Manager)  
Blue Financial Services (SME Loans Specialist)  
African Air Services - DRC (General Manager)  
Group4Securicor - Nigeria (Logistics and Legal Manager)  
Sybase (Project Manager)  
Bull Data International (Systems Management)  
Free State Development Corporation. (Manager: Industrial Development)  
Small Business Advisory Bureau (SBAB) (Management Consultant)  
Kwazulu Development Corporation (Chief Business & Industrial Advisor)

## Concise Career History:

After completing his two year compulsory army training and camps (ending with the rank as operational Captain), he commenced studying towards BComm. After successfully completing his degree, Carl started his career in Small Business Development first as Chief Business and Industrial Advisor at the Kwazulu Development Corporation.

It was during this time that he realised his love for assisting small businesses to become successful and he, subsequently, joined the Small Business Advisory Bureau (SBAB) as Management Consultant during 1985 providing training and mentorship services to predominantly members of the so-called "Informal Sector" in both South Africa and Namibia. This was his school of life regarding practical small business development working with experienced, expert small business management consultants on the highest level.

Since then his career increasingly developed into the specialised field of Small Business Development. During the 1984 he joined the Free State Development Corporation specialising in doing feasibility studies on prospective industrialists who intended to relocate or expand their operations to the Free State Province and assisted industrialists with management issues. He was promoted to the senior position of Manager: Industrial Development

His successes in this field resulted in him being seconded by the Free State Government to plan and establish a company to market the Free State as a lucrative investment Hub for investors and the full array of enterprises, both locally in South Africa and abroad. Industries investigated for relocation from abroad resulted in 3 x trips to England and trips to Ireland, Italy and Israel.

As a result of his renowned business management expertise he was approached by a Russian air cargo company, African Air Services, to establish and manage their air cargo company in Bukavu, DRC. This was successfully done within 14 months when he received an offer to join Group4Securicor in Nigeria as their Logistics Manager. After 11 months he took up the post of Legal Manager there for 3 months until his contract expired.

Carl was approached by a private bank, Blue Financial Services to join them in establishing and running an SME loans division as Management Specialist. This was effectively done and he was also the country manager for Botswana, Nigeria, Zambia and Tanzania. Carl worked closely with Mr. Tocher Mitchell from US Aid as they provided the credit guarantees on Wizzit's small business loans. Wizzit Financial Services ceased to exist after 3 years as it was merged with Shore Finance and Carl accepted an offer to join a subsidiary of Wizzit International, Wizzit Financial Services, as their Manager: SME Loans.

Assessment of loan applications, the compilation of some, credit control and related administration were his main tasks. After working at Wizzit for almost two years, Carl won a BANKSETA tender in his personal capacity to provide extensive training and outcome based mentorship individually to 100 entrepreneurs in five distant locations in South Africa (he covered the Johannesburg region). He resigned and pursued his passion once again. The SA Entrepreneurial Development Hub NPC was formed for this purpose with 4 other very experienced, expert directors. Due to the success of this contract, he obtained a second similar BANKSETA contract after a year and also successfully completed that as presenter, mentor and global project manager. The course presented was the practical, proven NQF level 5, Programme in Entrepreneurship Skills of the SBAB/North-West University.

Carl's career in small business development escalated further as he also presented "*The Bottom-up Approach to Small Business Management*" as part of a train the trainer course and also do business plans for business loan applications as well as mentorship.

The SA Entrepreneurial Development Hub NPC (SAEDH) directors formed the SA Council for Small Business as a global entrepreneurship development initiative. The aim is to enhance small business development by forming associations with existing, small business development related organisations to address this issue globally and from a macro point of view, revive effective small business development in South Africa and to work directly with the European Union.

Carl, together with a colleague in Cape Town, successfully wrote a small business course named Start Your of Business with Success (based on the Bottom-up approach). This practical course has a unique approach and is aimed at the international market.

Carl's operating company, SME Hub Mentors (Pty) Ltd, is presently working on a pipeline of 5 x IP concepts where two are in advanced stages of commercialisation.