

Curriculum Vitae of

Chalandra Naidoo

aka. Charlie Naidoo

MBA

BCom Hons. Info. Systems

BSc. Computer Science

SKILLS

- > Customer Acquisition & Sales
- > Market Research
- > Business Strategy
- > Forecasting & Budgeting
- > Partner Acquisition
- > Business Process Engineering
- > Software Development and IT Management
- > Program & Project Management
- > Leadership/People Management
- > Organisational Development
- > Agile Methodologies

INDUSTRIES

- > FinTech Start-ups
- > Business in Africa
- > Mobile Applications
- > Information Technology
- > Financial Services (Insurance and Transactional Services)
- > Property and Conveyancing
- > Private and Public Sector

63b Somerset Road
Green Point
Cape Town, South Africa
8051

+27 84 445 5057

www.chalandra.com

chalandra@gmail.com

WHO AM I?

Seasoned in the creation, sales and delivery of tech products for the African market, from mobile applications to desktop solutions, I bring passion and personality to all experiences. Business professional with experience in business strategy, customer & partner acquisition, business in Africa, organizational development and leadership.

EDUCATION

Jan 2011 – Dec 2013

University of Stellenbosch Business School

Masters of Business Administration (MBA)

- > Part time - Graduated Cum Laude
- > Research Report: Titled, Commercial Barter as a Trade Instrument between Small to Medium Business in South Africa, the research assesses the viability of organized barter to produce an online business model to facilitate the process.

Jan 2005 – Dec 2005

University of Kwa-Zulu Natal

Bachelor of Commerce Honors (BComHons)

- > Graduated Cum Laude
- > Major: Information System & Technology
- > Research Report: An investigation into the Tools and Techniques used in practice for IT Project Management in South Africa.

Jan 2001 – Dec 2004

University of Kwa-Zulu Natal

Bachelor of Science (BSc)

- > Major: Computer Science

Jan 1996 – Dec 2000

P.R. Pather Secondary School

Matric (Grade 12)

- > Graduated with Distinction

EXPERIENCE

Zing Holdings Ltd: Feb 2017 – April 2019

Executive Manager – Digital Product Development

- > Founding partner of Zing World. Understanding the customers we served, I developed new products and digital customer experiences through mobile and web applications for viral customer / revenue growth in the banking and insurance sectors within Africa.

Swiss Capacity Building Facility (SCBF): Feb 2017 – Dec 2018

Consultant – Strategic Projects (Africa)

- > Independent contractor and consultant to Financial Services clients, delivering on strategic projects promoted by the Swiss Capacity Building Facility (SCBF), specifically in the micro-insurance and financial education sectors in Africa

WHY ME?

- > Professional, outspoken and confident
- > Educated and experienced
- > Balanced, structured and action orientated
- > Approachable, sociable and congenial
- > Natural leader and team focused

FULL NAME

Chalandra Appanna Naidoo

ALSO KNOWN AS

Charlie

IDENTITY NUMBER

830217 5199 084

NATIONALITY

South African

HOME & FIRST LANGUAGE

English

MARITAL STATUS

Single

GENDER

Male

DRIVERS LICENCE & PASSPORT

Yes

See [LinkedIn](#) profile for additional roles and detailed description of my experience.

[References](#) available on request

Old Mutual: Mar 2014 – Jun 2017

Digital Partner & Account Manager – Old Mutual Group

- > As COO of Blazingchilli, I also fulfilled Digital Partner, delivering on all mobile app solutions to Old Mutual South Africa and Old Mutual Emerging Markets and subsidiaries; South Africa, Zimbabwe, Namibia, Swaziland, Kenya and Ghana.

Blazingchilli Ltd (Subsidiary of Zing Holdings): Mar 2014 – Jan 2017

Chief Operating Officer

- > Head of Operations at Blazingchilli (technology business); executing on business strategy, providing leadership and direction to internal teams, managing business priority and establishing processes for sustainable company growth.

Property24 / Korbitec: Aug 2013 – Feb 2014

Business Development Manager (Affordable Housing)

- > Unlocked strategic, revenue, social and investment opportunities in the government and low-cost housing sector within South Africa.

Property24 / Korbitec: May 2012 – Feb 2014

Software Solutions Manager

- > Operations Head for a portfolio of software products spanning customer segments including financial institutions, conveyancing attorneys and local municipalities.

Property24 / Korbitec: Nov 2010 – May 2012

Business Operations Manager

- > Divisional ExCo chairman hosting sessions to align business priorities with business supporting functions, determined action items and tracked progress thereof. Relationship managed key business partners. Custodian of all customer communication, interacting with marketing team to develop marketing plans. Project management of priority projects.

See [LinkedIn](#) for more

ACHIEVEMENTS, LEADERSHIP, NETWORKING AND CULTURAL ROLES

- > I network through Private Hosting (Private Chef) to influential business parties
- > Mixology qualification from European Bartender School
- > Panelist at global Financial Education Conference, held in Morocco (June 2018)
- > Invited as a panelist at a conference for Digital Innovation for small farmers in Switzerland (Aug 2018)
- > Mentor & Business Coach at University of Stellenbosch – Small Business Academy (2015 - current)
- > Cum Laude Graduate (MBA, 2014)
- > Course in Slovenia focusing on the various art forms as a metaphor for business leadership (2012)
- > Business School Winner - Virtual share trading competition (MBA 2011)
- > University awards for Computer Security and User Experience (BComHons 2005)
- > National Research Foundation funding for research in IT Project Management (2005)
- > Held leadership roles throughout schooling career (Tutor to university students, Deputy Head Prefect, member of the Representative Council of Learners, etc: 1993 - 2005)
- > Chairman of the sectional title body corporate, Corona Court and Shamrock Villas (2008 - 2019)
- > Active member of various community and Cultural Bodies (2001 - current)
- > Vocalist for a Telugu music group, "The Andhras" who produced albums in 2001 & 2008