



# ALESSANDRO MARCON



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## Xperience

### **Business Development Lead Representative and Partnerships**

World Vision South Africa Randburg

February 2020 to August 2020

Full functionality on sales donor acquisition planning, cultivating, building and retaining with aligned marketing channels strategy and partnerships with relevance to the World Vision brand awareness sales prospecting.

Reference :- Dijon Haas-Hillzinger, 011 285 1700.

### **Sales/ Fundraising team leader**

Greenpeace Africa Jhb

June 2018 to January 2020

Sales- Fundraiser team leader and events canvassing, prospecting, direct marketing fundraising and targeting.

Reference Meshack Mofolo (Direct Dialog Fundraising Manager)  
+27 11 482 4696

### **Sales/ Fundraising/ Canvassing team leader**

SAVE THE Children South Africa Pretoria

July 2016 to February 2017

Sales- Fundraising campaigns ,canvassing, events team leader ,teams of 7 people per week over various location in Gauteng, direct sales canvassing, campaigns.

Reference Malvern Mhlanga (F2F Fundraising Campaigns Specialist ) (+27 83 229 1022.

# Xperience

## **Project Finance controlling**

Alcatel Lucent South Africa -Centurion

November 2010 to March 2015

Full projects controlling, sales and cost analysis aligned to project phases, delivery timeliness aligned to customer journey and relationship partnerships.

References:- Michael Meiring (CFO Alcatel Lucent SA/Nokia) (+27 82 805 5583).

RMC Accounting Services – Owner, Director Rita Correia (+27 82 824 4128).

# Xperience

## **Cost Accountant**

Altech Alcatel Telecoms Boksburg

June 1992 to November 2010

Standard Costing analysis, calculations revising, managing and maintaining all processing.

Bills of materials (BOM) , material price variance and variances analysis to CFO management.

Inventory reconciliations, valuations & controls compliant to audit policies and year end closure procedures.

Tenders & contracts approval verifications on standard costing ,margins , product pricing , market analysis.

Implemented SAP - FI, CO, MM, PM modules completed rollout in record of 6-months.

References:- Mr G.Beiling- Financial Manager (+27 82 411 2685) for work reference with AAT.

& Michael Meiring (CFO Alcatel Lucent SA/Nokia) (+27 82 805 5583).

## Studies

NQF 5 equivalent-project management, at Regenesys Business school -Jhb

January 2017 to January 2017

NQF 5 equivalent - restaurant and catering management, at University of Cape Town (UCT)

January 2016 to January 2017

Diploma - Events management, at Academy of York-Jhb

January 2011 to January 2011

NQF 5 equivalent - Marketing and business management, at University of Stellenbosch

January 2011 to January 2011

Part National Diploma - Cost & Management Accounting.

(Completed Part -National Diploma 3rd year subjects completed).University of Jhb -Business School (1986-1988).

Completed NQF 5- Higher Banking certificates- Institute of Banking ,Nedbank ,Jhb (1992) .

## Languages

English- Bilingual / Native

Italian- Advanced

Afrikaans - Advanced

## Skills

CRM, Cost management,

Event promotions,

Event Coordinator, Cold calling, Direct marketing,

Budgets, sales & costs, Project management,

Lead canvassing & generating, Sales conversions, Leadership,

Fundraiser, Mentorship, Marketing content.



## Achievements

Made the semi finalist in “The Rising Star Awards Standard Bank” - June 2017 shortlist on leadership.

June 2003 successfully implemented full SAP accounting - project modules within a 6 months period.

Managed the Body Corporate Chardonnay complex /Section Title as the Finance manager and trustee.(1995-2002).