BENNY NKOSI

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EXECUTIVE SUMMARY

A versatile, highly skilled Chemical Engineer, with extensive experience in sales within the Pumps industry (Centrifugal, Submersible, Split Casing, Mixers, Blowers, Grinders, Lifting Devicers, Aerators, Screens, Dispersers, Vertical & Horizontal pumps), Waste Management, SHEQ, Petrochemical, Mining, Water and Waste Waster Treatment and Power Generation industries. Skilled in the delivery of strategic solutions enhancing key project objectives to the highest international standards for Quality, Health, Safety, Security and the Environment. Possesses excellent interpersonal skills and the ability to elicit cooperation from a wide variety of sources culminating in the successful completion of strategic corporate objectives, combining business and transformation leadership abilities alongside significant technical competence in Scheduling, Tendering, Proposal, Quotations, Key Accounts Management i.e Credit Applications, Cold Calling, Aquiring New Business, Cost Management, Compliance and Risk Management.

KEY STRENGTH & SKILLS

Regulatory Management (6Yr)
Consulting and Liaising with Regulatory Associations (6Yr)
Regulating Authorities; please list relevant authorities, e.g. NOSA, etc.
Factory Visits (12 Yr)
Identify, Interpret and Implement SHE legislation in all departments (6Yr)
Management and Monitoring of Workman's Compensation Claims – Permanent Staff (7Yr)
Management and Monitoring of Workman's Compensation Claims – Contractors (7Yr)

Operations and Maintenance (6Yr)
Quality Standards; OHSA, ISO 1400, ISO 1900, ISO 1800, COIDA e.g. OHSA ISO 14001; OHSA ISO 9001, OHSA 18001, GMP, GHP, HACCP, HIRA, GWDP
Concept and strategy formulation and implementation (5Yr)
Establishing key operating parameters (6Yr)
Operations integrity maintenance (5Yr)
Maintenance and modification of equipment (4Yr)
Technical communication across various departments (4Yr)
Waste management and control (8Yr)
HSE policy and procedures continuous development (6Yr)
Workflow quality system support (5 Yr)
New product quality management (3 Yr)
Development and maintenance of emergency management plans.

Staff Management (Up to 24 Staff) (3Yrs)

Facilities Design and Construction (6Yr)

Incident Analysis and Prevention (5Yr)
Establishing root cause of incident (4 Yr)
Reporting of findings (3Yr)
Development and implementation of prevention actions (3 Yr)

Risk Management (3Yr)
Hazard Identification and Risk Assessment (3 Yr)
Management of risks to acceptable levels (3 Yr)
Risk mitigation to operational level (6 Yr)
Monitoring the HSE system from risk based approach (3Yr)

Change Management (5 Yrs)
Assessment of temporary and permanent changes (6Yrs)
Reporting on training needs to implement changes (5Yrs)
Development and implementation of change plan (6 Yrs)
Assessment and implementation of any newly required permits (4 Yrs)

Document Control (4 Yrs)
Document Management Systems control across all units (6Yrs)
EDRMS Implementation and Control(4 Yrs)
Drafting of policies and procedures (4 Yrs)
Provide guidance documentation to all departments (4 Yrs)
Management of e-records (4 Yrs)

Chemical Engineering (8 Yrs)
Lab work (2.5Yrs)
Methods used; Titration ,leaching
Instrumentation used; LECO, AA, ICP, UV-Spectrometer, centrifuge, pignometer

CAREER HISTORY

Sulzer Pumps South Africa (Pty) Ltd **May 2022 to Present**
Tendering & Applications Engineer

- Prepare quotations (careful reading customers's specifications, selections of adequate products, salesforce, price calculation, quotation making with precise deviation list, STARS (Sulzer selection program).
- Quotation follow up and reporting (Salesforce).
- Negotiations and participation in clarification and kick-off meetings.
- Orders (acknowledgement, clear synthesis, launching (SAP), delivery time follow up, invoices and payments follow up, warranties openings and follow up.
- Follow up on projects from tendering to financial closure.
- Coordinate with sales representative (direct or indirect), warehouse and factory staff on shipments to customers; expedite orders as needed.
- Report and communicate customers's information. Enter and maintain database records (salesforce) of customer profile and prepares and maintain status reports.
- Sales support functions.
- Responsible for maintaining good relationships with distributors and reps.
- Deals daily with distributors, reps and account managers concerning matters that require discretion, speed and adjustment. This includes reviewing equipment tenders, purchase orders and specifications.
- Reveives and respond to telephone and or email requests from Distributors/Reps for product support, tendering support and purchase order review with speed and accuracy.
- Handle the needs of accounts managers and distribution by making price quotations using company authorized quotation tools.
- Work with production units to prepare pricing and delivery quotations on items not in price books.
- Maintain files of active tenders and orders in the Sulzer CRM.
- Follow procedure according to ISO 9001
- Follow safety obligations.

EnviroServ Waste Management **Nov 2015 to 30 April 2022**
Key Accounts Consultant
Reason for wanting to leave: For personal development

- Complete waste management solution to companies.
- Key accounts management.
- Hazmat quoting and costing.
- De-sludging of dams by Hydro mining and dredging technologies.
- Properly managing financial and administration by ensuring monthly, quarterly and annual targets are reached and exceeded.
- Staff management of six sales consultants in greater Gauteng area.
- Issuing of disposal and transport certificate for asbestos and hazardous waste to clients.
- Ensure all proposals/contracts sold comply with company and legislative requirements.
- Submit monthly reports indicating new business, termination, pipelines and existing business
- Ensure payments for services meet the company terms and conditions criteria and targets set by management.
- Pricing of quotes, tenders and proposal
- Ensure all contracts and agreements are in place and accurately loaded on the system and well managed and maintained in accordance with the agreement
- Monitor contracts anniversary, expiry dates and annual price adjustments are implemented in time
- Ensure detailed completion of all relevant paperwork such as, credit app, waste profile sheet

- To be first point of contact for all services offered and anticipates customer needs and suggests solution.
- Understanding of all site specific SHEQ requirements
- Vehicle accessibility, sampling as required, MSDS information
- Communicate and liaise effectively at all levels within the organization
- Compliance to operational and legal requirements with regard to health and safety

Rheochem (Pty) Ltd **Jun 2013 to Oct 2015**
Area Manager
Reason for leaving: Exiting opportunity with new challenges became available

- Sale, distribution, marketing and technical support offering for water treatment bulk and specialty chemicals to key accounts clients.
- Developing marketing and sales plans for strategic accounts.
- Water and waste water treatment solution, Industrial Effluent treatment, Cooling water treatment, Boiler water feed etc.
- Key accounts management.
- Staff management in inland areas.
- Identify new market needs.
- Provide technical and marketing support to clients and internal structure.
- Gather market and competitor information.
- Promote integrity of the company and operate in line with companies highest ethical standard.
- Regularly update office information regarding customer address, contacts numbers, key people, their positions and departments.
- Motivating, coaching and mentoring my subordinates.
- Update monthly progress reports for existing and potential customer.
- Develop strong multi-functional account teams (technical service, marketing, procurement, and customer service).
- Deliver high level of service to existing and potential customer.
- Effectively resolve quality or technical issues.
- Having in-depth knowledge of the power generation potable water, Cooling water, Sewage, Effluent, Boiler treatment and Cooling water treatment.
- Familiar with municipalities and mining water treatment plants.
- Ensure that service call frequency relate to value of the business.
- Carry out accurate jar test at all times and carry out plant trials.
- Ensure that all fields equipment are calibrated according to their schedule.

NCG Container Solutions SA **Jul 2012 to May 2013**
SHEQ & Site Compliance Officer
Reason for leaving: For personal development

- Ensuring that health and safety inspection are done as per company procedure
- Implementing and ensuring OSHACT and ISO standards are followed.
- Ensuring that all stuff are wearing PPE and adhere to all health and safety regulations
- Making sure that all SHEQ documentations are properly managed
- Regular inspection of fire equipment
- Ensuring that all IBC's entering the site is of a company quality and standard
- Ensuring the sampling and treatment of effluent as per procedure

- Managing the trade effluent release certificate as per procedure
- Ensuring that effluent discharge conforms with the company procedure and municipal by-laws
- Improve the handling of waste stream and minimizing the use of non-renewable resource, i.e. water.
- Conducting RCI's for non-conformances for out of specification product and taking corrective actions
- Conducting internal audits when required
- Chairing disciplinary hearing and holding stuff accountable where necessary
- Ensuring all documentations are completed and managed on a daily basis
- Ensuring physical site security measures are in place
- Maintain quality standards as per quality control document, training stuff, random and routine inspection on the plant.

NCP Chlorchem (Pty) Ltd **Jan 2008 to Jun 2012**
Chemical Plant Technician
Reason for leaving: An opportunity to do technical sales became available

- Monitoring of flows and parameters on DCS screen according to procedure
- Having in-depth knowledge of plant processes and procedures from primary section to final products
- Understanding of units and equipment around the plant such as: salts saturators/dissolvers, salts conveyers belts, clarification process, alpha cellulose filters, ion exchange column, electrolyzers, liquefiers, burners, chillers system, concentrators ate
- Operating the plant according to procedure to achieve budgeting by identifying loss areas and taking corrective actions
- Familiar with the unit operations such as, clarification, filters, ion exchange and electrolyzers processes
- Routine daily operational procedure that assist in achieving the operation goal
- Measuring and reporting production rates
- Ordering process chemicals as per procedure
- Controlling the plant such that the intermediate and the final products meet QA specification
- Taking routine and non-routine samples for plant control and optimization
- Ensuring data for plant efficiency and report purposes
- Caring out the plant emergency shutdown procedure
- Effective shift handover and logging of process condition and incidents
- Ensuring that all unsafe acts and conditions on the plant are reported and attended in compliance with the OSHACT
- Controlling persons entering the plant and ensuring that all contractors doing job conform to safety regulation and procedures
- Issue and authorize job cards for cold and hot work permit
- Identify equipment in need of maintenance, isolate plant equipment and carry out lock out when maintenance is required
- Ensure that gas test, confine space and hot work permit are carried out where necessary
- Monitor critical conditions as identified by engineering and providing necessary feedback
- Assist in troubleshooting to ensure the achievement of plant efficiency, production rates and product quality and quantity.
- Achieved complete Chemical Plant operation and Commissioning activities ahead of schedule on the vast majority of projects undertaken prior to handover to clients.
- Developed procedures to promote safety awareness and best practices on various work sites in line with statutory requirements and accepted international practices resulting in over 5 years of safe operations.
- Expert trainer for personnel and provided mentoring and supported skills development initiatives around Africa for personnel for over 5 years.

Lakefield Research Africa **Aug 2005 to Dec 2007**

Metallurgical Trainee
Reason for leaving: Opportunity for permanent employment became available

- Operating of the bio-oxidation pilot plant.
- Good interpretations of daily monitoring results and make adjustment to parameters in order to maintain optimum process condition.
- Good knowledge of bio-oxidation process for the recovery of gold from refractory gold ores and/or concentrates including downstream processes such as neutralization of bio-oxidation liquors and the cyanidation of products.
- Iron titrations, solution potential measurement, Temperature and pH control.
- Familiar with pre-and post-bio-oxidation sample preparation techniques.
- Heap leach operation test.
- Dissolved oxygen and oxygen utilization rate.
- Gold dissolution and optimization test work.
- Coating tests and acid capacity tests.
- Acid toxicity test and settling rate tests.
- Wet and dry screening of sample.
- Size analysis, Filtration, Blending and Sample preparation.

QUALIFICATIONS, TRAINING & COURSES

Qualifications

ND Chemical Engineering	3 Years Theory & 1 Year Practical
ND Safety Management	Incomplete

Training

Health and Safety Representative
First Aid and Emergency Care level one
Behavioral Safety Program
Permit Course
SAP Course
MOODI System
Hazchem Certificate
CRM

Computing Skills: Microsoft Office Suite; High Level User of Microsoft Excel

REFERENCES

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