

Curriculum Vitae of Michael Phillip Haughton



CANDIDATE INFORMATION

Name: Michael Haughton

Contact Number: 081 745 3249

E-mail Address: michaelhaughton0@gmail.com

ID Number: 890913 5131 08 8

EE Status: Caucasian Male

Residential Area: Pretoria, Montana

Own Reliable Transport: Yes

Drivers Licence: Yes

Notice Period: Available immediately

EDUCATION QUALIFICATION

Highest Grade Passed: Matric

School: Hoërskool Wonderboom

Year: 2007

ADDITIONAL CERTIFICATES

- Leadership and Mentoring Principles in the Workplace, SEESA, 2016
- How to Sell, SEESA, 2014

COMPUTER LITERACY

- Microsoft Excel
- Microsoft Word
- Microsoft Outlook

CAREER CHRONOLOGY

<u>Company</u>	<u>Position</u>	<u>Period</u>
Three Roots Holdings	Co-Founder	April 2025
iComply SA	Skills & Training Consultant	May 2023 – Apr 2025
SDC Consulting	Skills & Training Consultant	May 2020 – Apr 2023
MPH Consulting	Owner	Oct 2019 – May 2020
SEESA (Pty) Ltd	Skills & Training Consultant	Apr 2013 – Sept 2018
Africa Civil Laboratory	Lab Manager	Aug 2012 – Mar 2014
Stats SA	Supervisor	Oct 2009 – Nov 2009
Geospace	GIS Capturer	Sep 2008 – Sep 2009

EMPLOYMENT HISTORY

Company: **Three Roots Holdings**

Period: April 2025

Title: **Co-Founder**

Job Description:

- Co-founded an import business in partnership with multiple stakeholders
- Managed supplier sourcing, negotiations, and logistics with international suppliers
- Oversaw pricing, cost control, and client liaison
- Business was discontinued due to external supplier constraints

Reason for Leaving: Transitioning back into corporate sales to leverage proven sales performance and leadership strength.

Company: **iComply**

Period: May 2023 – April 2025

Title: **Skills and Training Consultant**

Job Description:

- Consultant of the Year 2024
- Arrange and schedule visits to potential clients.
- Visit clients and pitch presentation of company products
- Follow up on new leads and referrals resulting from field activity
- Prepare paperwork to activate and maintain contract services
- Manage account services through quality checks and other follow-up
- Identify and resolve client concerns
- Coordinate company staff to accomplish the work required to close sales
- Plan and work towards achieving sales target.

Reason for Leaving: Left to pursue an entrepreneurial opportunity and gain experience in the import sector.

Company: **SDC**

Period: May 2020 – April 2023

Title: **Skills and Training Consultant**

Job Description:

- Consultant of the Year 2021
- Arrange and schedule visits to potential clients.
- Visit clients and pitch presentation of company products
- Follow up on new leads and referrals resulting from field activity
- Prepare paperwork to activate and maintain contract services
- Manage account services through quality checks and other follow-up
- Identify and resolve client concerns
- Coordinate company staff to accomplish the work required to close sales
- Plan and work towards achieving sales target.

Reason for Leaving: Business restructuring following a partner's exit to establish a separate venture that I was recruited for.

Company: MPH
Period: October 2018 – April 2019
Title: Co-Founder
Job Description:

- Supplied roofing materials, equipment, and structural components for residential and commercial projects.
- Developed and managed client relationships, quotations, and pricing negotiations.
- Drove new business development and account management.
- Coordinated procurement, suppliers, and logistics to meet project timelines.
- Conducted site assessments to ensure correct specifications and delivery.
- Managed invoicing, cash flow, and operational administration.
- Ensured compliance with safety and project standards.

Reason for Leaving: Company closed due to Covid-19.

Company: SEESA
Period: April 2013 – September 2018
Title: Skills and Training Consultant
Job Description:

- Arrange and schedule visits to potential clients.
- Visit clients and pitch presentation of company products
- Follow up on new leads and referrals resulting from field activity
- Prepare paperwork to activate and maintain contract services
- Manage account services through quality checks and other follow-up
- Identify and resolve client concerns
- Coordinate company staff to accomplish the work required to close sales
- Plan and work towards achieving sales target.

Reason for Leaving: Financial growth – He is seeking an opportunity outside of SEESA where he can work for a better commission structure.

Company: Africa Civil Laboratory
Period: August 2011 – March 2013
Title: Lab Manager
Job Description:

- Assisting with new business development and the marketing of company.
- Liaising with clients.
- Make sure all client complaints are adhered to.
- Assisting the Marketing Manager with all marketing related duties to source for new customers;
- Quality control testing.
- Approval and rejections of testings.
- Measurement and Certification of completed work.
- Compile reports and necessary data accordance with the Employer's standard requirements.
- Management of Laboratory work.
- Liaising with clients on a weekly basis.
- Monitoring of the site laboratory.
- Site inspection.

Reason for Leaving: Wanted better opportunities. Job was insecure due to unstable profit income.

Company:

Stats SA

Period:

October 2009 – November 2009

Title:

Supervisor

Job Description:

- Provide relevant statistics within specified timeframes, budget and methodology through effective planning.
- Identify and recommend appropriate methodology that is scientific, cost-effective and internationally as well as generally accepted.
- Communicate with team members to monitor progress and regularly report on progress.
- Provide guidelines and instructions to the teams.
- Provide input into questionnaire design.
- Manage the development and implementation of guidelines and procedures for improving the Business.
- Analyse selected performance and quality measures.

Reason for Leaving:

End of contract.

Company:

Geospace

Period:

September 2008 – September 2009

Title:

GIS Capturer

Job Description:

- Capturing, manipulating and updating of spatial and attribute information on the City of Tshwane databases;
- Verifying of spatial and attribute information captured by other GIS capturers;
- Capturing of Title Deed Owner Information (Toi);
- Capturing farm boundaries with aid of spatial data (Spot 5 and QuickBird Satellite Data);
- Manipulate Vector and Raster Data.

Reason for Leaving:

End of contract.