



Robyn Jackson



**Business • Leadership**

robyn@thebusinesscouch.co.za  
+27 82 787 7662 m

*“... ensuring sustainability and driving growth... building high-performance teams...  
entrenching a culture of accountability, continuous improvement & empowerment”*

■■ Advanced Skills

**Strategic and Executive:**

Business Analysis and Development;  
Structural Problem Solving, Strategic Growth Planning; Corporate Governance; Financial Analysis; The Companies Act; Executive Management and Shareholder Relations; Legal Risk & Contracts

**Management:**

Financial, Legal & Contractual Risk; Process Development; Operations; Sales, Compliance Processes

**Leadership:**

Workplace Human Dynamics, Relationship Building; Leadership Development; Staff Empowerment; Service Improvement; Ethical Coaching

**General:**

Executive Coaching; Mentoring

# Professional Overview

## **Business Advisor • Governance • Leadership Coach**

Offering a track-record of practical business structuring, strategic, operational and leadership experience; of driving growth and profitability; of building high-performance teams and entrenching a culture of accountability, continuous improvement and staff empowerment.

■■ Professional History

Since 2012, been managing a portfolio of professional roles as a business consultant and advisor, executive coach, mentor and non-executive director

- Non-executive director (chairperson), Elgin Free Range Chickens (Pty) Ltd. (2015 - present)
- Non-executive director, ethical leadership, Net Value Holdings (Pty) Ltd. (2015-2016)
- Non-executive director, Dejon Distributors (Pty) Ltd. (2014-2015)
- Outsourced non-executive director, business mentor and consultant, Sirdar South Africa (Pty) Ltd. (2013 - present)
- EMBA Student, UCT Graduate School of Business (2012 -2015)

**EMBA Key focus on Leadership – Dissertation:** “A study of the influences of the lived experience on leadership behaviour in female founder-leaders of SMMEs in South Africa”.

### **Founder & Managing Director**

Samair Air Conditioning (Pty) Ltd. (Cape Town, RSA) (2000 – 2012)

*[Samair Air-conditioning was a Samsung air-conditioning products distribution company.]*

Founded the business and successfully led its growth to the point where it had offices in Cape Town, George and Port Elizabeth. A hands-on management ethic and leading by example was a core value. Was a partner and director in three other air-conditioning distribution companies. Interests in Samair and these other distribution companies were sold to the partners in these other companies in 2012.

**Key Responsibilities:** - Business Strategy & Planning; Infrastructure Management; Financial Strategy & Management; Contracts; Governance; Compliance; Ethics; Business Development; Performance Management; Training; Mentoring.

**12 Years of Growth & Profitability:** within two years, the business was a market leader, growing 40 fold since inception with recorded profits each year.

**Governance, Compliance, Ethics:** entrenched a culture of integrity and ethics across all business processes and interactions, taking no short-cuts in ensuring internal controls, reporting, record keeping and submissions.

**Staff Development:** placed strong focus on building the business from the inside out, through mentoring; coaching; transferring skill sets; leadership and personal development

**Social Responsibility:** Samair was the patron-sponsor of Women-2-Women, one of the social upliftment initiatives within the local community that Samair was involved with.



# Robyn Jackson

## page 2

robyn@thebusinesscouch.co.za  
+27 82 787 7662 m

### ■ ■ Testimonials

#### ***“the utmost respect...”***

“Robyn is extremely hard working... I have the utmost respect for her... she is a true team player who leads by example... her trustworthiness is one of her strongest characteristics... I wouldn't hesitate to partner with Robyn ..or work with her again.”

-Richard Perry, MD,  
Fourways Air-conditioning

#### ***“nothing short of spectacular...”***

“Robyn is an extremely good manager of people and is acutely aware of employee development... I have seen her take an active role in staff development where the development of individuals is nothing short of spectacular... her morals and ethics are of the highest standard and she conducts business in a fair and ethical manner.”

-Lance Brinders CA (SA)  
Bradford Consulting

#### ***“highly competent...”***

“I've been extremely impressed with Robyn's attention to detail, in-depth knowledge of The Companies Act and legal implications thereof as well as her methodical approach to corporate governance... she is a highly competent and professional...she maintains a calm demeanour during the hottest debates... she is patient but persistent... she believes in open communication at all times... and she is a moral and ethical person.”

-Jeanne Groenewald,  
MD Elgin Free Range Chickens

### ■ ■ Education, Professional Affiliations & International Exposure

**Further Research / Study** | In 2017, continuing research into the construct of organisational leadership as a social phenomenon of influence– with specific focus (in the broader context) on the causal effect of connectivity and current day social influences on company effectiveness, value-based leadership and governance. (UCT) GSB

**Mentor Roles** | Women in Motion, Cape Chamber of Commerce (IWEC); Sirdar South Africa

**Executive Coach** | (FEC) Foundations of Executive Coaching, UCT GSB, 2016

**Governance Practitioner** | *Accredited* practitioner, non-executive director and business mentor with Sirdar South Africa (PTY) Ltd.

**Facilitator** | (in-practicum) The Thinking Environment (Nancy Kline), 2016

**Executive MBA** | UCT Graduate School of Business (cum laude), 2015

**Member** | Institute of Directors (IOD), 2013 to-date

**IWEC-Guest of Manhattan Chamber of Commerce** (New York, 2011) | Workshops attended: “Leadership” by Juan Maia Nin - CEO of La Caixa Bank; “Business Women in the 21<sup>st</sup> Century” by Professor Ma Nuria Chinchilla – IESE Business School; “Giving Back, Mentoring and Corporate Social Responsibility” – International IWEC delegates

**IWEC-Guest of Barcelona Chamber of Commerce** (Barcelona, 2012) | IESA Business School Workshops/lectures attended:- The theme of the conference was “The Global Economy and Successful Entrepreneurship” led by IESE; “The World Economic Outlook” by Professor Alfredo Pastor – IESE; “Global Strategy and doing business on Earth – The impacts of Globalisation” by Professor Mike Rosenberg of IESE

**WPO-International Conference** (Fort Lauderdale, USA, 2010) Workshops attended: “What got you here won't get you there” by Professor Marshall Goldsmith; “High Impact Talent Management” by Professor Larry Inks, Fisher College of Business, Ohio State University

**International Award:** In 2010, was one of 25 international women awardees of the “International Women's Entrepreneurial Challenge” through the Cape Town Chamber of Commerce.

See [www.iwecawards.com](http://www.iwecawards.com) (Robyn Jackson (nee). Previously Robyn Griffin)

**Member** | Women's President's Organisation, 2007 -2014

**Public Relations** | College of Cape Town, 1991