

CIKIDA GCALI

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ID no: ' 1

Education & Honors

- 2019** **Director's Association**
Enrolled as student for Board Certification. Coursework complete. Subjects covered:
- *Corporate governance*
 - *Corporate strategy*
 - *Risk & compliance*
 - *Company policy*
 - *Board responsibilities*
- 2018** **Society of Petroleum Engineers Journal**
Published a paper on improving production in gas wells using artificial lift methods
- 2015-2017** **The University of Tulsa, Tulsa, USA:**
Master of Science in Petroleum Engineering
- **Relevant Coursework:**
 - **Perspectives in Energy Business:** Course covers the management, strategy and finance of the global energy industry, obtained a perfect score
 - **Petroleum Economics:** Course covers the valuation of capital-intensive oil and gas projects, built numerous project financial models throughout course
- 2015-2017** **Fulbright Scholar, USA**
- Awarded the highly competitive, merit-based international scholarship for an educational exchange in the USA
- 2011-2014** **The University of the Witwatersrand, Johannesburg, South Africa:**
Bachelor of Science in Chemical Engineering
- **Honors:** Deans List, Member of Golden Key Society, which honors top 15% academic performers in the university
 - **Relevant Coursework:** Performed economic feasibility study for construction of synthetic fuel production plant as part of final project

Strengths, Certifications, Activities & Memberships

- Strengths:** Great at building and maintaining networks, problem-solver, analytical, resilient, self-starter, organizational management, operational strategy
- Certifications:** Bloomberg Core Exam – Introduction to Bloomberg & Bloomberg Equity Essentials Exam, McKinsey & Company Mini-MBA
- Activities:** **The Money Fam (personal finance media company for youth)**
Founder
- Hosted personal development and financial literacy events for young professionals in partnership with Allan Gray
 - Responsible for marketing, sales and forming new strategic partnerships
 - Grew online community to over 8000 members in less than 3 years
- Memberships:** **South African Energy Storage Association (SAESA)**
Chair-person: Marketing and Communications Sub-committee
- Developing proposal to lead Marketing and Communications function of organization to attract larger paying member base and strategic partnerships for growth
- Black Energy Professionals Association (BEPA)**
Member

Work Experience

- 2019-date** **UberEats, Johannesburg, South Africa**
Senior Customer Strategy and Operations Manager, SSA
- Responsible for the improvement of customer experience for customers, restaurants and couriers across entire region
- 2017-2019** **McKinsey & Company, Johannesburg, South Africa**
Junior Associate, Operations Excellence Program
- **Coal mine- Construction Acceleration**
 - Accelerated the construction of 8 core infrastructural units for a R3bn mine by ~2 months from the baseline scheduled date using lean construction principles
 - Tracked daily and weekly progress on construction using tools such as digital twinning and digital applications
 - Identified opportunities for further project acceleration through problem solving sequencing and methods to reduce activity durations
 - Transferred skills to client contractor through building lean construction capability building programs
 - **Thola Africa (e-commerce site)- Business Operations Manager & Product Specialist**
 - Grew the base of suppliers on the platform by +50%, increasing the number of products on the platform by ~52% within three weeks
 - Identified dominant customer archetypes and onboarded products suitable to each leading to a 20% uplift in sales
 - Identified and executed sales funnel effectiveness initiatives to increase sales conversions
 - Implemented lean cost structures that reduced certain cost categories by ~67%
 - **Lime & Limestone mine- Go-to-Market Strategy**
 - Identified a R2bn market opportunity for a high growth lime & limestone mine
 - Identified key customer segments with the highest growth potential and created a sales distribution channel playbook on how to access each
 - Developed a value proposition for mine to use to convert sales for each customer segment
 - **Vertically integrated Vanadium mine- Operations Improvement**
 - Identified a R224m opportunity for Vanadium mine from selling intermediary products with market demand at spot prices
 - Developed operations performance management system for core area in the plant
 - Developed capital project management systems with client for large capex projects & setting up FEL project development
 - Performed master-planning for cornerstone project valued at >R75 million, saving 5 days from schedule
 - Value-engineered upcoming capex projects
 - **Precious metals & stones mine-Operations Improvement**
 - Improved the performance management system leading to production exceeding target by ~13k tons- first time client reached target in over 15 months
 - **Retail Mass-discounter- Data Analytics & Strategy Execution**

- Identified opportunity of R60m for a large retailer from improving inefficiencies in current marketing practices, recommending strategies to improve MROI
- **New Energy Systems for Emerging Markets- Market Study**
 - Developed a commercial model within which renewable mini-grids can be commercially viable in sub-Saharan Africa, identifying solutions for successful execution and revenue collection
- **DRC Cobalt- Strategy**
 - Performed market analysis on growth of Electric Vehicle demand and detailed potential strategic considerations cobalt mines in DRC can consider to maximize value and capture the opportunity
- **Infrastructure Development Fund- Market Study**
 - Created Sub-Saharan Africa electricity transmission and distribution sector study and market insights for infrastructure fund looking to invest in the region

2015

Pricewaterhouse Coopers (PwC), Johannesburg, Gauteng, South Africa

Associate, Capital Projects & Infrastructure

- **Western Cape Governemnt**
 - Performed a business development study on LNG importation, mapping potential anchor markets based on existing infrastructure, projected growth in energy demand and available financing options- leveraging lessons learned from REIPPP program
- **PwC 2015 Oil and Gas Review**
 - Coordinated the PwC Africa Oil and Gas Industry review, built data collection materials, created prospectus on the future state of the industry
- **Gas to power project**
 - Drafted information pack for highly confidential construction of gas to power plant, analysed financial, regulatory and technical requirements for project
- **First solar proposal**
 - Conducted analyses and research required for proposing work with a solar energy company looking to build a solar CSP power plant within an IDZ in South Africa. Through my assistance, the proposal was approved and we won the work.