
c u r r i c u l u m v i t a e

Rodrick van Rooyen

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PROFILE

A highly skilled and experienced Management Professional who brings invaluable insight into the world of International Trade. He possesses Master-degrees in Maritime Law and Maritime Economics in addition to extensive work experience in the arenas of Customs, Cargo, Freight Forwarding, Imports and Exports. With a persuasive interpersonal style and proven sales instinct, high quality work and solid results are guaranteed.

KEY SKILLS

- **Interpersonal Skills:** A skilled communicator with the ability to effectively sell, teach, train, and build a strong network of international contacts in the Import and Export business
- **In-Depth International Trade Expertise:** Extensive knowledge of supply chains linked to international trade and development of international sales contracts - experienced of establishing relationships with Import and Export Agents and Freight Forwarders internationally
- **Teaching:** Is a part time lecturer for the University of KwaZulu Natal and the Management Studies Faculty, the School of Economics and the Unit of Maritime Studies – lecturing post graduate master level subjects associated with Customs and Excise
- **Legal Knowledge:** Possesses degrees in Maritime Law and Maritime Economics, yielding extensive legal and economic knowledge associated with Maritime Cargo management, Customs and the Import and Export Industries
- **Sales and Marketing:** Trained in the logistical features of selling by a top-selling KZN salesman – skilled at cold calling, sales farming and convincing prospective client to buy – training from Dale Carnegie and Ernst and Young
- **Operational Management:** Possesses skill and expertise with all aspects of management, including researching, budgeting, project management, and report writing
- **Research and Analysis:** Experienced with performing necessary research to implement change in processes and procedures in order to streamline effectiveness
- **Computer Literacy:** Familiar with Microsoft applications like Word and Excel

ACHIEVEMENTS

- Awarded top salesman by Business Connexion in 1998 (*then Seattle Solutions*)
- Received full scholarship to attend Master's programme at University of Stellenbosch in 2002
- Rated top first year student in 1992 in South Africa while attending SAAFF three year Freight Forwarding course
- Part of the top ten students in 2006 graduating at the University of Kwazulu Natal having completed the LLM in Maritime Law.
- University of Canberra approved the PhD application submitted in 2007 to do research on matters related to Customs and Excise.

- Received the Deloitte National Tax Directors Award for winning business for 2007.
- Received the Deloitte Excellence Award for being the top KwaZulu-Natal employee for the period June to November 2007.

PERSONAL ATTRIBUTES

- A quick and eager learner
- Adaptable, flexible and highly versatile
- Confident and professional
- Demonstrated capacity to work under pressure and meet demanding deadlines
- Team player, but able to work independently

TEACHING

- **Customs and Excise** – Wrote the course notes for the Customs and Excise module taught at the University of KwaZulu-Natal and their Masters program

BRIEF EMPLOYMENT HISTORY

Deloitte & Touche

February 2007 - Current

Senior Manager (Indirect Tax - Customs)

- Responsible for offering the Deloitte clients the full spectrum of advice in the arena of indirect tax and customs and excise
- Develop strong client relationships
- Drive revenues
- Managing a team of consultants as project leader
- Produce high quality opinions
- Manage a range of clients and assignments
- Advise clients on a variety of issues such as customs duty savings, identifying risk, and structuring compliance
- Marketing and managing the Customs and Excise division in Kwazulu-Natal.

University of Kwazulu Natal

February 2006 - Current

Part-time Lecturer (Maritime Studies - Customs)

- Developed and lecture a post-graduate course on Customs and Excise for students enrolled in the Master's program at the Faculty of Management Studies, the School of Economics and the Unit of Maritime Studies.

Ernst & Young, Durban

August 2002 – January 2007

Manager (Customs and International Trade)

- Service importers and exporters, reviewing indirect tax compliance and suggesting best business practice
- Service importers and exporters, identifying cost savings associated with the international supply chain

- Train importers and exporters on matters associated with Customs and International Trade
- Marketing and managing the Customs and Excise division in Kwazulu-Natal.
- Researched trade in China.

Trade Fusion, Durban

March 2001 – July 2002

Managing Director (Customs and International Trade)

- Service importers and exporters, reviewing indirect tax compliance and suggesting best business practice
- Service importers and exporters, identifying cost savings associated with the international supply chain
- Train importers and exporters on matters associated with Customs and International Trade
- Marketing and managing the company on a national scale.

Business Connexion, Durban

October 1996 – February 2001

Trade Director

- Responsible for managing the development and marketing of software enabling exporters to produce and track export shipments.

Clover Cargo, Durban

July 1995 – September 1996

Assistant Manager/Senior Controller

- Responsible for managing the operational activity, i.e. both import and export shipments linked to air, sea, road and rail
- Interacting with Customs, the Port Authorities, Shipping Lines, Groupage Operators, Stevedores and other parties involved in the supply chain – to ensure that buyers and sellers cargo moves cost effectively within the supply chain.

E D U C A T I O N A N D T R A I N I N G

- **LLM Master's degree in Maritime Law** – University of Kwazulu-Natal, 2003 – 2006
- **MPhil Master's degree in Maritime Studies (Economics)** – University of Stellenbosch, 2000 – 2004
- **FIATA Diploma in Freight Forwarding** – FIATA, Zurich, Switzerland, 1993 – 1995
- **Export Management Diploma** – Institute of Market Management, 1995 – 1997
- **SAAFF Diploma in Customs and Freight Forwarding (Imports)** – South African Association of Freight Forwarders, 1993 – 1995
- **IPM Diploma in Personnel Management** – Institute of Personnel Management – 1984
- **Standard 10** - Evander High School

Technical Training and Courses

- **Dale Carnegie Sales Course (Durban)** – How to sell effectively
- **Ernst & Young and Dr Julian Feinstein (London, UK)** – Professional selling skills
- **Deloitte and Jack Quinlan** – Negotiation and Deal-Making.

OTHER

- **Chartered member** – Chartered Institute of Logistics and Transport South Africa
- **Doctor of Philosophy in Government** – Is a registered PhD candidate doing traditional doctoral research at the University of Canberra (Australia) on the Authorized Economic Operator, Customs-to-Customs perspective and focusing on mutual recognition.
- **PhD Funding** – Have received funding for the doctoral research from Global Maritime Law Services who is affiliated to the University of KwaZulu-Natal.

INTERESTS

- Sport: Tennis, cricket and road running
- Hobbies: Play guitar.

REFEREES

Excellent referees and references can be provided at the interview stage (if needed).