



RUSSEL LE GRANGE

International Sales and Business Growth
Manager, Team Lead and
Representative/International Health and
Safety Officer/Project
Manager/Technician/Disaster
Management Assessor

CONTACT

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EDUCATION

NEBOSH International Occupational
Health and Safety General (IGC 1, 2,
3)

- NEBOSH International Diploma
Occupational Health and Safety (In
progress)
- Introduction to SAMTRAC ,HIRA
- Ashepp
- Construction Machinery Safety
- Event Safety and Management
- First Aid (Level 2)
- Basic life support (Level 2)
- Working at height
- Drivers License

SKILLS

- Quick learner
- Strong interpersonal and
communication skills
- Perform well under pressure
- Excellent time management
and well organized
- Computer literate
- Dedicated and hard working
- Motivated team leader
- Analytic problem solver and
conflict resolution
- Creative and Innovative

LANGUAGE

English
Afrikaans

ABOUT ME

As a highly dedicated individual with experience in multiple industries I am extremely motivated to constantly develop my skills, gain knowledge and grow professionally. As a seasoned officer I am always looking to expand into different industries with confidence in my ability to deliver and adapt and will certainly be an asset to any business unit.

PROFESSIONAL EXPERIENCE

Business & Sales Development Manager, Team

Leader and Representative

Puulse Marketing

- Closed, prospected and qualified leads through cold calling, email campaigns, and networking events.
- Increased sales by 40% by implementing effective upselling and cross-selling strategies.
- Maintained up-to-date knowledge of product features and benefits to provide accurate information to clients.
- Collaborated with the marketing team to develop targeted sales materials and promotional offers.
- Provided exceptional customer service, addressing inquiries and resolving issues in a timely manner.

Sales Manager, Safety Officer, Technician

Reflect All Compressors

- Sales and installation of new air compressors
- Developing business with other big companies
- Maintenance and repair of existing air compressors
- Upgrades and retrofits of older compressors
- Energy audits and assessments to optimize compressor performance
- Training and support for compressor operation and maintenance
- Supplying compressor parts and accessories
- Troubleshooting and resolving compressor related issues
- Providing compressor rentals for temporary needs
- Offering customized solutions for specific industry or Application needs

Project Manager, Event Organizer , Event safety officer and risk disaster management

Ferdinand's Tours & Adventures

- Conducting risk assessments and safety audits to identify potential hazards
- Implementing safety protocols and procedures
- Providing safety orientation to employees and having tool box talks
- Investigating incidents and accidents
- Monitoring compliance with safety regulations and industry standards
- Maintaining accurate records of safety incidents, inspections and training
- Collaborating with management and employees to promote a safety culture
- Conducting regular inspections to ensure compliance with safety standards
- Staying up to date with changing regulations and industry best practices
- Familiarizing emergency response plans and procedures with employees

2024

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2024

2024

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2022

2022

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2021

2021

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2019

PROFESSIONAL EXPERIENCE

The Unlimited Group

Team Sales Manager/Sales Team Lead and Representative

- Identifying and pursuing new sales opportunities
- Building and maintaining relationships with customers and prospects
- Presenting products or services to customers ,highlighting features or benefits
- Answering customer questions and addressing concerns
- Negotiating prices and closing sales deals
- Meeting or exceeding sales targets and quotas
- Gathering customer feedback and market intelligence
- Staying up to date on product knowledge and industry trends
- Collaborating with colleagues and other departments
- Managing sales territories or accounts as assigned
- Creating and delivering sales reports and updates

2019

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2017

Equity Management Services

Project Manager, Safety Officer , Fibre Optic Technician

- Project planning and scope definition
- Coordinating with cross-functional teams
- Developing project schedules, timelines and milestones
- Ensuring compliance with industry standards, regulations and safety
- Overseeing fibre optic network design, installation and testing
- Managing project risks and mitigating potential issues
- Monitoring project progress and identifying areas for improvement
- Ensuring project deliverables meet customer requirements and expectations

2017

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2016

Regro Fibre Technology

Safety Officer, Fibre Optic Technician

- Installing, maintaining and repairing fibre optic cables and networks
- Troubleshooting and resolving issues with optic cables and systems
- Conducting regular inspections
- Splicing and terminating optic fibre cables
- Measuring signal strength an testing fibre optic systems
- Collaborating with other technical teams to optimize network performance
- Documenting and maintaining records of installations ,repairs and maintenance
- Ensuring compliance with industry safety and quality standards
- Staying up to date with new technologies and industry developments

REFERENCES

Puulse Marketing

Mike Pritchard

Phone: 8663186848

Address 205 Placer Crt, North York, ON
M2H 0A9, Unit 2

Reflect All Compressors

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