

Dale Lambert Minnaar

Product Manager |
Systems Engineering Professional



EDUCATION

STELLENBOSCH UNIVERSITY
2013

POSTGRADUATE DIPLOMA IN SYSTEMS
ENGINEERING

UNIVERSITY OF SOUTH AFRICA
2006

BACHELOR OF SCIENCE DEGREE IN
SOFTWARE ENGINEERING

UNIVERSITY OF SOUTH AFRICA
2002

BACHELOR'S DEGREE IN INFORMATION
SYSTEMS MANAGEMENT- 1ST YEAR
COMPLETED

LANGLAAGTE TECHNICAL HIGH
SCHOOL
2001
MATRIC



OTHER COURSES

Motorola Solutions
2013

Certified Motorola Technical Professional:
Design and Deploy for Capacity Plus,
Linked Capacity Plus and IP Site Connect

ICTWorx
2013

Huawei Certified Network Associate: HCNA
Routing and Switching

Damelin College
2010

Certificate: Microsoft Certified Professional
Developer

2003
National Certificate: Bodyline Personal
Body Fitness



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PERSONAL PROFILE

A tech-savvy Product Manager with extensive experience in developing and implementing new state-of-the-art information technology strategies geared towards the achievement of business as well as client goals and objectives. Well-versed in analysing the organisation's performance to formulate innovative IT-based solutions that address business needs and requirements, while conducting market analysis to identify technological trends and opportunities that the organisation can capitalise on. I regard myself as a strategic thinker, with the aptitude to analyse the organisation's technological infrastructure to ensure that it is aligned with established business plans, boasting proven leadership qualities that enable me to build responsive IT organisations to maximise user experience.



EXPERIENCE

System Engineering

- Effectively installing, configuring, testing and overseeing the maintenance of operating systems, application software, as well as system management tools.
- Directing the implementation of plans tailored to ensuring the highest level of systems and infrastructure availability.
- Frequently testing application performance to detect potential bottlenecks and efficiently lead the development and implementation of optimised solutions.
- Ensuring that implemented systems eliminate inefficiencies, improve productivity, and facilitate the attainment of business goals.

Project Management

- Developing and implementing detailed project plans geared towards the achievement of established goals.
- Coordinating resources, manpower and third parties to ensure that project deliverables meet established requirements.
- Defining project scopes and changing scopes of schedules according to the dynamic needs of each module.
- Tracking project progress to identify areas of improvement and efficiently implement cutting-edge improvement plans.

IT Product Management

- Conducting research and engaging with customers to uncover their needs and efficiently translate them into product requirements.
- Collaborating with developers, engineers, quality assurance and operations stakeholders to ensure that product requirements are fully understood, and implementation plans match identified expectations.
- Providing internal, customer and client training on how to use the product and effectively responding to incoming queries with regards to the product and its capabilities.
- Overseeing the preparation and maintenance of accurate and detailed product documentation.

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LINKEDIN

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KEY SKILLS

- Systems Engineering
- Systems Design Methodologies
- Project Management
- Product Management
- Development Management C++
- Development Management C#
- Development Management ASP.net
- Electronic Engineering
- Finance & Administration
- Business Performance Management
- Risk & Compliance
- Procurement
- Query Resolution
- Quality Assurance
- Budgeting
- KPI Development
- Relationship Management
- Solution Design
- Training & Development
- Maintenance Plan Development
- System Testing
- Work Schedules Development
- Revenue Generation
- Market Position
- PR & Communications Management
- Feasibility Studies



COMPUTER SKILLS

- PHP ●●●●●●●●
- Ruby ●●●●●●●●
- C++/ISO C++ ●●●●●●●●
- XLM/XALM/BAML ●●●●●●●●
- ASP.Net ●●●●●●●●
- QL (Microsoft Transact SQL and MySQL) ●●●●●●●●



EXPERIENCE

Process Flow Management

- Evaluating existing business processes to identify gaps and provide recommendations aimed at increasing productivity and reducing costs.
- Analysing the impact of implemented changes to ensure that processes are producing the desired outcomes.
- Providing training to employees and ensuring that they are familiar with implemented procedural changes.
- Improving business performance by eliminating defects and enhancing the quality of the organisation's service offering while maintaining optimal levels of process performance.

Data Architect

- Identifying structural and installation solutions to build and maintain the organisation's database.
- Ensuring that implemented database solutions and models make it easy to store and retrieve company data.
- Reviewing database implementation procedures to ensure that they comply with internal and external guidelines.

Business Management

- Immensely contributing to the management of company operations to ensure the attainment of the organisation's strategic objectives.
- Evaluating the organisation's operating environment to identify risks and implement risk mitigation plans.
- Ensuring that all company activities comply with legal guidelines and policies.
- Actively participating in the development of comprehensive budgets and forecasts.



CAREER HISTORY

MINETEC SMART MINING

 **HEAD OF PRODUCT MANAGEMENT**

Company Summary:

Minetec Smart Mining (PTY) Ltd. is an international technology company that develops new-generation operating, management and communication systems for the mining industry.

Role Summary:

Analyse and prepare requirements for the Minetec system and actively participate in the development of product pricing and positioning strategies. Maintain comprehensive knowledge and understanding of the customer experience and identify as well as fill product gaps while generating new ideas that grow market share, improve customer experience and drive growth. Translate the product strategy into detailed requirements and prototypes and collaborate with the public relations team, executives, and other product management team members to drive product launches.

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ATTRIBUTES

- Articulate
- Diligent
- Technological
- Critical Thinker
- Resourceful
- Broadminded
- Driven



ACHIEVEMENTS

- Planned, built and installed South Africa's first Capacity Plus Private Two-way radio system.
- Planned, built and installed South Africa's first multi-site Capacity Plus system.
- Introduced Alcom Radio as the first Motorola Solutions Authorized Training centre for the SADC region.
- Managed a 300 million+ Rand a year product portfolio that is distributed in Sub-Saharan Africa, Europe and Australia.
- Managed a technical team that handled intrinsically safe product, support, product R&D, on-site installations, systems building and commissioning of multimillion-rand two-way radio systems.
- Deployed underground and surface fleet management systems in Africa and Europe.
- Deployed and maintained high precision GPS systems in Africa and Europe.



CAREER HISTORY

Liaise with engineering teams and suppliers to deliver with quick time-to-market and optimal resources and monitor ongoing contracts with suppliers. Evaluate promotional plans to ensure that they are consistent with product line strategy and that the message is effectively conveyed. Act as a product evangelist to build awareness and understanding and represent the company by visiting customers to solicit feedback on company products and services.

SCHAUBURG MINING SYSTEMS

 AUGUST 2014 – APRIL 2022



PRODUCT MANAGER

Ownership of the SmartMine IoT product ecosystem and driving the product to market. Compiling market analysis and pricing strategies based on competitor analysis. Liaising with key stakeholders in the company regarding integration of products and services into the SmartMine IoT ecosystem and providing a platform for sales to leverage marketing collateral and sales tools such as demo hardware and software. As the product champion, I am customer facing and drive proof of concept projects as well as recurring revenue streams through product augmentation through service level agreements and third-party original equipment manufacturer integration. I am also the product roadmap owner and drive the development of the product throughout its lifecycle. I am also the business unit manager for Schauburg Information Systems with a team of 9 engineers in different regions around the country.

SQWIDNET (DARK FIBRE AFRICA)

 SEPTEMBER 2019 – AUGUST 2020



CUSTOMER SOLUTIONS: DELIVERY MANAGER

Company Summary:

SquidNet is the licensed Sigfox operator in South Africa. The SquidNet network offers low-cost access to IoT solutions and operators in South Africa, creating opportunities for small and large businesses to create innovative solutions.

Role Summary:

Act as the Project Owner for all projects to effectively define the project scope for all internal and external projects, while championing the management of the requirements process. Spearhead the management of all solutions projects for direct as well as indirect sales and utilise channel partners shareholder forums to successfully manage indirect projects. Use the sales channel to facilitate the introduction of the IoT platform to potential clients and oversee the provision of an intermediary platform between sales and the solutions department. Lead the implementation of plans aimed at ensuring that proof of concept runs smoothly and efficiently provide return on investment reports to shareholders and executive board members. Conduct shareholder meetings to provide feedback in terms of project statuses as well as milestones while building and maintaining mutually beneficial relationships with strategic partners and end-users to ensure that KPIs are met.

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CAREER HISTORY

Track and monitor project progress to identify potential risks and implement risk mitigation plans and perform quality assurance on projects to ensure compliance with local as well as international regulatory electronic communications standards. Effectively scope projects according to key system as well as user requirements while managing and ensuring that projects adhere to established departmental budgets.

HEXAGON MINING

JUNE 2018 – SEPTEMBER 2019

PRINCIPAL ENGINEER SURFACE MINING TECHNOLOGIES

Company Summary:

Hexagon Mining is an information technology company that provides integrated planning, operations and safety solutions for the mining industry.

Role Summary:

Directed the management of the technical aspects of the surface mining technologies portfolio and oversaw the provision of the Greenfield project studies that relate to system as well as user requirements. Analysed contractual obligations received from clients to effectively provide product recommendations and successfully developed project scopes according to key system and user requirements. Provided pre-sales with guidance in terms of analysing blue prints to facilitate the effective planning of solutions and effectively managed a technical team that consists of three Project Engineers. Developed work schedules for on-site and off-site key support staff, and staff and conducted on-site system testing while facilitating site as well as factory acceptance testing. Efficiently responded to customer queries and resolved issues while providing training to relevant staff members. Liaised with the product development team on R&D to provide recommendations with regards to new technologies that the organisation can capitalise on and efficiently performed system failure analysis when necessary to provide corrective action.



M H TECHNOLOGIES SOUTH AFRICA

MARCH 2015 – JUNE 2018

MANAGING DIRECTOR

Company Summary:

M H Technologies provides communications solutions as an investment that assists clients in being safer, more productive and more profitable. The organisation specialises in unified communications systems built around two-way radio, enterprise Wi-Fi and advanced data capturing technologies.

Role Summary:

Champion the provision of KPIs with regards to the organisation's current communication systems that are based on system performance, system load, usability as well as wear and tare to foster the development of maintenance plans that address findings. Utilise on-site specific requirements to provide the Greenfield project blueprint for new Motorola as well as Hytera clients. Provide build outlines for systems based on CAD drawings and oversee the management of technical build from conception through to completion. Administer all maintenance work on current and new systems and effectively facilitate the formulation of technical documents based on system build.

Clients:

- Glencore Mutanda, Democratic Republic of Congo SARL, Glencore iMpunzi Mining Complex Emalahleni, Motorola Solutions South Africa, Zebra Technologies South Africa, Decode Mobile Solutions, Altech Card Solutions, Bytes Solutions Group, Altech Alcom Radio Holdings, Ekurhuleni Local Municipality, DeBeers Exploration Botswana, Office of the Premier Limpopo Province, Bytes Technology Group, Roan Systems, Nedbank, SA Mint



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CAREER HISTORY

ALTECH ALCOM RADIO DISTRIBUTORS

JULY 2010 – MARCH 2015

PRODUCT MANAGER

Company Summary:

Alcom Radio is the largest distributor of digital two-way radio products and solutions in southern Africa with multiple products, partnerships, technologies and systems integration services that provide the best mobile and critical communications in Sub-Saharan Africa.

Role Summary:

Spearheaded the management of the Motorola two-way radio, point-to-point, point-to-multipoint as well as the Wi-Fi mesh product portfolio with top product revenue streams of up to R900mil. Collaborated with the technical team to effectively conduct first and second-line maintenance on various Motorola networks and successfully planned, deployed and commissioned two-way radio as well as data systems based on Huawei and HP vendor-specific hardware. Directed the implementation of plans tailored toward revenue generation and actively participated in the management of costs. Oversaw product management inclusive of but not limited to defining product strategy and market positioning, as well as providing technical product support to the sales and marketing team.

ADROIT PLC

FEBRUARY 2007 – JULY 2010

SYSTEMS ENGINEER

Company Summary:

Adroit PLC is focused on providing innovative automation software solutions and development tools for a variety of customer segments including international distributors, systems integration partners, OEMs and end-users that require process visualisation and reporting.

Role Summary:

Provided assistance with regards to the development of engineering designs for SCADA projects (C++, SQL) and performed factory acceptance tests on in-house built systems to ensure compliance. Provided oversight with regards to the installation of systems on-site and built strong working relations with engineers and site contractors to ensure that systems commissioning integrates with other systems. Compiled engineering documentation to enable technical staff to carry out first-line maintenance and assisted in the development and R&D of new software solutions.

TRAPEACE S.A, METRO POLICE

JANUARY 2002 – NOVEMBER 2006

TECHNICAL ENGINEER/SUPERVISOR

Company Summary:

The organisation specialises in building, supplying and maintaining speed prosecution equipment that includes back-end traffic fine processing systems.

Role Summary:

Immensely contributed to the repairing and maintenance of Photo-laser Speed Systems, participated in network installation, and managed the entire data transfer function. Debugged the ITOP Speed prosecution software systems (SQL/C++) and assisted with IT infrastructure planning and implementation.

DELMONT CALDO CATERERS

1998 – 2002

CASHIER/SUPERVISOR

S.H. CONTRACTORS

1999 – 2000

CABLE INSTALLER

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PROJECTS

● SMARTMINE IOT

- **Company:** Schauenburg Mining Systems.
- **Project Value:** 380 mil.
- **Project Details:** Development of the SmartMine IoT product and deployment to various customers across South Africa.

● HEXAGON MINING

- **Project Value:** ZAR24,6mil
- **Project Details:** Oversaw mining operations software (Jigsaw) maintenance, implementation and project management across various mining companies in the SADC region.
- **Sign off date:** projects are ongoing as of 6th of November 2018.

● SQWIDNET

- **Project Value:** ZAR6mil – ZAR450mil
- **Project Details:** Participated in various direct and indirect proof of concept projects around the Internet of Things technologies built on the Sigfox network in South Africa.
- **Sign off dates:** 6th of October 2018 and are ongoing.

● GLENCORE MUTANDA DRC

- **Project Value:** ZAR1,5mil
- **Project Details:** Maintained an existing two-way radio infrastructure.
- **Sign off date:** Handed over to new contractor on the 05/01/2017.

● GLENCORE IMPUNZI

- **Project Value:** ZAR800,000
- **Project Details:** Setup and configuration of Motorola MotoTRBO radio system.
- **Sign off date:** 22/04/2016

● NEDBANK NEWTOWN

- **Project Value:** ZAR440,000
- **Project Details:** Deployed the Greenfield two-way radio system based on Hytera radio hardware.
- **Sign off date:** 06/06/2016.

● ALTECH, SA MINT, DEBEERS, ANLGO AND BYTES TECHNOLOGY

- **Project Value:** ZAR4,6mil
- **Project Details:** Enterprise Wi-Fi and scanner solutions for warehouse data capturing, picking and scanning.
- **Sign off date:** 23/11/2015 maintenance on these projects is ongoing.