

## Contact

mfnas77@gmail.com  
0738868164 (Home)  
mfnas77@gmail.com

[www.linkedin.com/in/mfanafuthi-dube-1069108](http://www.linkedin.com/in/mfanafuthi-dube-1069108) (LinkedIn)  
[www.kwezisoftware.co.za](http://www.kwezisoftware.co.za)  
(Portfolio)  
[www.amangunisolutions.co.za](http://www.amangunisolutions.co.za)  
(Company)

## Top Skills

Data Warehousing  
Business Intelligence  
Data Integration

## Languages

Zulu  
English  
Xhosa

## Certifications

IT Governance

# Mfanafuthi Dube

Co-Founder & CEO at Kili Group (Pty) Ltd  
City of Johannesburg

## Summary

I'm a serial entrepreneur, co-founder & CEO of an Oil & Energy group of companies that are responsible for the development of multi-billion dollar projects in SA that will revolutionize the industry. Before turning to the Oil & Energy industry I had been in ICT with an extensive experience in the field having been in the industry for more than 19 years doing work across the African continent in various industry verticals across the public and private sectors helping companies to use data, information to drive insight within their businesses. I also had been an co-founder & CEO of Izitel that was an OTT business that I de-invested from to move into an Oil & Energy industry.

Specialties: Enterprise Architecture, Data warehousing, Business Intelligence, Enterprise Data/Information Management, Land Information Systems, Data Integration, Master Data Governance, Information Lifecycle Management, Enterprise Content Management, Master Data Management, GEIT, IT Strategic Management, IT Risk Management, IT Value Management. I'm highly skills at both Strategic and Tactical Levels within the area of Information Management with extensive experience across IBM, SAP, Informatica and SAS technologies. My current role at SAS entails being a strategic advisor to organisations on how to use data and information as a strategic asset in driving corporate initiatives like Compliance to Solvency/SAM, BCBS239, IFRS9 just to name but a few.

I'm involved as a member to ISACA (SA Chapter), DAMA (SA Chapter) and Black Management Forum (BMF) member bodies.

---

## Experience

Kili Group (Pty) Ltd  
Co-Founder & CEO  
January 2018 - Present (3 years 3 months)

## Johannesburg Metropolitan Area

Serial Entrepreneur - Kili Group is developing multi-billion dollar projects in Oil & Energy industry with an intention to create a diverse energy company. My role is to drive the organizational strategy; develop the projects; source and manage financiers from Europe, Middle East, North America & Asia and global Engineering, Procurement & Construction partners. I negotiate with banks & FDIs in SA to be part of the financiers to rand denominate some of the debt. I also manage the relationships with the Premier's Office, Trade & Investment in KZN & Trade and Industry & Competition Department, the traditional authorities and chiefs to ensure the successful delivery of the projects. Negotiate land lease agreement with the chiefs & traditional authorities; negotiate financing & EPC agreements. I'm responsible for the group's P & L while ensuring successful delivery of the projects from initiation phase, pre-feasibility, feasibility, EIA & construction and lastly commissioning of the projects. Drive the go to market strategy for the organization. Read more about our company on [www.kilienergy.co.za](http://www.kilienergy.co.za).

## Izitel (Pty) Ltd

Co-founder & CEO

June 2016 - January 2018 (1 year 8 months)

Johannesburg Area, South Africa

Izitel is an Over The Top (OTT) telecommunications company that is revolutionising the market by offering voice calls 50% cheaper than the incumbents in the market through its innovative Andriod and iOS app available for a free download on Playstore and Appstore. I'm responsible for day-to-day running on the business, devising company strategy, business plan, financial cashflow projections, go-to-market strategies, building the go-to-market channels, contracts drafting and negotiation. Fund raising and relationship management with partners and clients.

## SAS

Principal Business Solutions Manager - Data Management

May 2015 - May 2016 (1 year 1 month)

Houghton

I work extensively with the sales team to provide pre-sales support in positioning SAS Data Management offerings to address customer business requirements. By utilizing knowledge of key industries for SAS such as banking & telco, handle objectives, facilitate technical discussions, deliver effective business value proposition messages, prepares conceptual solution designs and showcases the solution capabilities through presentations and live

demonstrations. I'm a trusted advisor in assisting organisations to use Data and Information as a strategic asset.

## Internet Solutions

Head: Information and Data Governance

June 2014 - April 2015 (11 months)

Bryanston

I reported to the Chief Information Officer, I was responsible for the quality, consistency, integrity, compliance, accessibility and distribution of data, and I'm accountable for data assets and data repositories. My function was critical to implementing a mature capability to drive fact based, actionable decision making by enabling a leading practice Business Performance Reporting (BPR).

- Information and Data Governance formulation and ownership.
- Formulated and operationalised Information & Data Governance strategy
- Formulated corporate data & information management policy and oversaw its implementation thereof.
- Formulated data classification policy and oversaw its implementation thereof.
- Formulated data privacy policy and oversaw its implementation thereof to ensure POPI Act compliance.
- Formulating a Data Governance charter and Data Stewardship charter, setting up Data Governance Council and Data Stewardship programs.
- I interact with a variety of internal departments, Financial Management and Information technology.
- I served as data owner and data governance/stewardship leader. I maintain stringent quality control process and measures to ensure the quality, consistency, integrity, compliance, accessibility and delivery of all data disseminated from commercial operations.
- I seek opportunities to derive more business value from Customer information and partners with other functional areas to continuously monitor the execution of data governance and stewardship and its effectiveness to create, enhance and maintain commercial data.
- I managed Data Stewardship operations on a day-to-day basis and provide leadership, guidance, coordination and coaching to Data Stewards.
- I lead the process in identifying and managing changes to data business rules, guidelines, standards, policies and processes. I'm responsible for ownership and management of Customer Master, Product & Service Inventory content and business rules.

## Kwezi Software Solutions

## Principal Information Management Consultant

October 2013 - May 2014 (8 months)

Woodmead

Compose and deliver superior sales presentations & demos covering partner IM solutions to prospective customer audiences.

Prepare and deliver software demonstrations in support of sales cycles

Reinforce the business value of IM solutions through creation of compelling presentations, demonstrations and participation in value engineering engagements.

Stay up to date with the latest partner IM solutions as well as industry trends.

Maintain a close understanding and appreciation of competitive solutions.

Demonstrate deep knowledge of partner IM solutions and appropriate industries in order to maintain credibility with prospective customers.

Complete sections of partner IM responses to RFIs and RFPs.

Manage relationship with the software vendors.

## SAP

### EIM Presales Specialist

January 2012 - September 2013 (1 year 9 months)

Woodmead

Compose and deliver superior sales presentations & demos covering SAP and partner software solutions to prospective customer audiences across the Africa market unit.

Prepare and deliver software demonstrations in support of sales cycles

Reinforce the business value of SAP solutions through creation of compelling presentations, demonstrations and participation in value engineering engagements.

Stay up to date with the latest SAP solutions as well as industry trends.

Maintain a close understanding and appreciation of competitive solutions.

Demonstrate deep knowledge of SAP solutions and appropriate industries in order to maintain credibility with prospective customers.

Complete sections of SAP responses to RFIs and RFPs.

Collaborate with sales teams to participate in various one-to-many lead generating activities.

Participate in marketing events such as Saphila, SIGs and conferences for specific industries or solution areas.

Partner recruitment and enablement across the Africa market unit.

## Community of Practice (CoP) Responsibilities

As a Presales Champions I have direct communication with the Regional Presales Readiness Leads, representing the voice of presales for their aligned sub-region or country, and will provide guidance, based on field validation , to help define, organize, and prioritize a pipeline of future sales, demo, and enablement assets needed for each specialization to support presales go to market readiness.

This includes the following:

Provide input to Presales Readiness Leads on regional readiness needs (sales, demo, enablement)

Provide input to Presales Readiness Leads on regional sales priorities

Support demo & enablement initiatives and asset development

Participate in presales Level 3 champion workshops as early adopters for new solutions and acquisitions

Act as regional multipliers to help roll-out sales, demo and enablement initiatives within region

## Kwezi Software Solutions

Technical Manager

May 2009 - January 2012 (2 years 9 months)

Responsible for a team of IT Consultants, specialising in BI/Data Warehousing and Data Management. Responsible for establishing Master Data Management, BI,DW and Data Management engagements in the SA market. Engaged in sales and customer relations as well as partner relations with our technology partners.

Business strategy planning and implementation

Account planning in conjunction with technology partners

Identifying white-space on the accounts to maximize revenue.

Build and maintain relationships with the IT, Enterprise and Data Architects to ensure customer knowledge of our technology solutions.

Ensuring that sold IM solutions are used by customers to ensure maintenance revenue protection.

Present,demo and conduct POCs to prove solution value to prospects.

## Sybase

Business Intelligence Consultant to Telkom

June 2007 - January 2010 (2 years 8 months)

Pretoria

ETL Systems Development using IBM Information Server for a Telkom CMSS data conversion projects, migrating data from CBS (Customer Business

Solutions), Flexi Bill and Clarify 10 systems to Clarify 12 CRM system, Dry runs, Mock runs to test if the ETL software works according to specifications. Develop Data Quality Management, maintenance and support of ETL system using IBM Information Server (IIS).

Developed data quality management ETL system to validate conformance on data migrated to Clarify 12.

Do Data Quality Management runs to extract non-conforming data from the CBS production systems to be fixed by the DQM department within Telkom.

Lectured Data warehousing, Business Intelligence and DataStage 7x to University of KwaZulu Natal 3rd year IT students and lecturers as an industry expert.

Train IT professionals on IBM Information Server DataStage 8.

## Edge Consulting

Consulting to IBM SA as an ETL Developer

July 2006 - July 2007 (1 year 1 month)

- Working on the Master Data Management project building a Land Information System (LIS) for the City of Johannesburg and developing an enterprise wide database for the City that will feed property, address, owner data to a SAP Billing System,
- Business Process Modelling using Power Designer 11.0,
- Data Architecture, Logical, Physical data modelling and database design using Sybase PowerDesigner,
- Data Analysis using SQL 2005, ETL Tool DataStage and DB2 8.2 Enterprise Edition,
- Database Architecture on DB2 Enterprise Edition,
- Designed and developed a data migration process to migrate data to the data to the enterprise database using ETL Tool DataStage,
- Data warehouse, BI system support.

## CETA

Data Management Officer

2005 - 2005 (less than a year)

## National Ports Authority of South Africa

Computer Operator

1999 - 2003 (4 years)

---

## Education

University of South Africa/Universiteit van Suid-Afrika  
Masters in Business Leadership(MBL), MBL · (2010 - 2019)

ISACA

Certification in Governance of Information Technology (CGEIT), IT  
Governance · (2014 - 2014)

University of Pretoria/Universiteit van Pretoria

Bachelor of Commerce - BCom (Honours), Informatics · (2005 - 2009)

University of South Africa/Universiteit van Suid-Afrika

BSc, Information Systems & Operations Research · (2000 - 2004)

University of South Africa/Universiteit van Suid-Afrika

Diploma in Datametrics, Software Engineering · (1998 - 2000)