

Hendrik Malan

QUALIFICATIONS

- 2000 MBA (*full scholarship*) [Vlerick Leuven Gent Management School](#)
Gent, Belgium
Thesis: *The effect and opportunities of e-commerce on a Belgian intermediary in the Food-Additives industry*
- 1998 B.Comm [Hons] [University of Stellenbosch](#), South Africa
Major: Business Management
- 1997 B.Comm [University of Stellenbosch](#), South Africa
Major: Agricultural Economics

PROFESSIONAL CONSULTANT EXPERIENCE

- 01/2003 - current INDEPENDENT MANAGEMENT CONSULTANT
[NewFront Consulting](#) Western Cape, SA

Focus of export strategy and new business development. Founded NewFront Consulting in November 2003.

Project Highlights:

- Luderitz Cold Stores Development – feasibility study, business plan and partial implementation of a R42 million cold store facility
- Russian Market Development – market analysis and numerous high-level feasibility studies on specific investment opportunities in this fast developing consumer market
- Eat-Africa – commercialisation of ultra-sound technology in the African market in the food processing, cosmetics and pharmaceutical industries

Key Clients:

- [Louis Group International](#), [Anlin Shipping](#), [Fruits Unlimited](#)

11/2000-12/2002

SENIOR CONSULTANT

[Kaiser Associates International](#)

Cape Town, SA

Kaiser Associates is a leading global strategy consulting firm with offices in 7 cities across 5 continents. Projects include private and public sector campaigns.

Project Highlights:

- [‘Proudly South African’](#) Campaign – Business Plan Development.
- South African Jewellery Cluster Study and Implementation Phase.
- Analysis of the South African Polished Diamond Market Opportunity.

- Chemicals Export Strategy Baseline Project.
- Development and implementation of Dubai Floriculture & Perishables Re-distribution Centre.
- Techno-feasibility of Selected Agro-Processing Projects in Punjab (India) – Four projects including Tomato & Chilli processing, Grain-Based Distilling, Wheat and Vegetable Processing.

Key Clients:

- [National Economic Development and Labour Council \(NEDLAC\)](#), [Dubai Department of Civil Aviation](#), [Department of Trade and Industry \(DTI\)](#), [Old Mutual](#), [Fund for Research into Industrial Development, Growth and Equity \(FRIDGE\)](#), [Punjab Agro Industries Corporation](#), [South African Jewellery Council \(SAJC\)](#), [Sector Partnership Fund \(SPF\)](#), [Trade and Investment South Africa \(TISA\)](#).

07/2000-08/2000 PROJECT CONSULTANT

Poflor

Gent, Belgium

Poflor is a floriculture production company specialising in rose cultivation, based in Portugal.

Project Background:

As part of a team of two Vlerick graduates, we performed a feasibility study for a virtual flower auction system. This involved gathering and analysing data and reporting strategic recommendations on both the technical and financial feasibility of the project.