



Lerika Kruger

Address: VIA CA'BERTACCHI, N.9 I.11 VIANO, REGGIO EMILLIA

Italy

Telefono: +39 3884498201

E-mail: Lerikakruger@gmail.com

Profilio LinkedIn: [linkedin.com/in/lerika-kruger-789312103](https://www.linkedin.com/in/lerika-kruger-789312103)

A creative and bright person with expert human relations experience. Outgoing with strong and effective communication skills. Good team player with the ability to learn new skills quickly. Computer literate. Versatile and has the ability to use own initiative to achieve company objectives. Strong drive to be successful in all aspects of life.

Professional Experience

January 2008 to September 2013

Dealer Account Manager at Transunioin Auto

Duties and Responsibilities:

- Introducing innovative solutions within the motor industry, this in turn mitigates their overall risk in relation to vehicle assets.
- Drive new revenue through extensive Retention and Extension strategies within the motor industry.
- Ensure that relationships are developed and maintained to ensure continued support and to meet agreed performance and budget targets.
- Enhance client current data requirements, offer more advanced methodologies to give clients better platforms in accessing risk.
- Conduct research with the appropriate clients, in order to offer more advanced solutions in the future.

I have managed to build a very successful relationship with one of the biggest Dealer groups within South Africa (Fury Group), they are still one of my clients even after I have moved on from Transunion. In the 6 years that I have been with Transunion, I have grown my budget with an average of 8.5% year on year.

· Portfolio of Clients:

Fury Group, Ford South Africa, Nissan South Africa, Advertising agencies: Viziuem & Media compete.

Period March-April 2018: Benedict School, Linguistique Suisse, Reggio Emilia. +39 05522 432716

Scuola Einstein- Quinta Elimentare

Scuola Bagno- Prima Media

Lessons consisted of revision and conversational topics as well as introduction to tenses not covered previously.

Period October 2013 to December 2019

Key Account Manager at Lightstone Auto

Duties and Responsibilities

· Providing data-driven insight, online market intelligence and new vehicle sales data to the South African motor industry. Building on our core capabilities and analytical solutions, we offer a suite of products, systems and services.

Introducing innovative, bespoke solutions within these industries, this in turn mitigates their overall risk in relation to vehicle assets as well as the clients they deal with.

· Continually understanding the dynamics within these industries, I am required to tailor solutions that add value to my client base.

· Understanding Lightstone Auto's strategy and leveraging this strategy in line with the client's objectives.

· I increased and maintained my overall budget with 10% year on year. I built remarkable relationships with all my OEM Clients and have had many successes in terms of solutions we designed and created for them based on their specific requirements. I would definitely say that I have assisted my clients with the best possible solutions or advice at the time.

Portfolio of Clients:

OEM's (Original equipment manufacturers): Toyota South Africa, BMW SA, Jaguar Land Rover SA, Mitsubishi SA, ISUZU SA, in total off 74 clients

including after-market service and product providers.

Period May 2020

TEFL/TESOL Instructor – Progetto Madre linguista Inglese. I.C Leonardo da Vinci

Duties and Responsibilities:

Teaching English as a foreign language.

Lessons based on revision, conversation and expanding on work done.

Lessons plans – Hobbies, Free time, Life as a Teenager, South Africa-Apartheid, Irregular Verbs, all 12 Tenses, New Vocabulary.

Period September - October 2020

MYES Reggio Emilia- English Teacher

Covered all levels from starter/beginner to advanced/expert.

Teaching English in a communicative method, using focus activities that covers everyday life. Has its base in grammar points. High student talk time.

Period October 2020-current

LICEO ARTISTICO STATALE “G. CHERICI” -Progetto Madre linguista Inglese

IGCSE METHOD (Cambridge course) Visualisation, Co-operative learning, Inquiry- based instruction, differentiation and assessment and lastly language Ability/knowledge and Awareness.

Education

Ambassador English Language School Pretoria, Hatfield. January 2018-October 2018: Assistant Teacher (to build on hours)

June 2016: Norcaz Training Academy (Services SETA) Managing and Developing Key Account, NQF level 4

May 2015-AUGUST 2015: I-TO-I TEFL Course (Teaching English as a Foreign Language).

July 2011: University of Pretoria

MDP (Managerial Development Program): To acquire a holistic view on all different departments within a business, how they should function and my particular role within an organisation as a manager (Middle management level). NQF Level 6, average of 70%

November 2000-2003: Tshwane University of Technology

Bachelor’s Degree, B- TECH Graphic Design 2000-2003

December 1997: High School for Girls, Pretoria Grade 12

Skills

Languages: English and Afrikaans (speak, read and write fluently)

Currently learning Italian.

Computer Skills: Microsoft Office Suite (Outlook, Word, Excel, PowerPoint, Visio, Dynamics 365).

Atlassian Project Software (JIRA), Salesforce and Pipedrive.

Excellent negotiator at all managerial levels. Ability to present at senior level.

Exceed budgetary requirements irrespective of the market conditions within South Africa. Has a track record of increasing current and new client base with 10 percent over the past year. Have an incredible ability to recognise problems and drive to solve them by providing new solutions.

Excellent intrapersonal skills, have outstanding relationships with all clients and with internal stakeholders.

Activities

I enjoy reading, spending time by the sea or in the bushveld, South Africa has some of the most beautiful natural parks in the world. As a family we try and be as active as possible by doing a variety of activities in nature.

I love traveling and as a result started to learn Italian. I also did my **TEFL Course** so that I could teach English in Italy, which I have done **during my sabbatical in 2018**.

I am in Italy now and hope that the world will recover and be stronger after COVID-19.

References

- Heinrich Coetzee- Head Business Development and Product-Lightstone (Pty) Ltd- +27 83 442 8889
- Penny van der Lith- Former Head Projects Management office-Lightstone (Pty) Ltd- +27 82 560 0563
- Scott Headrick- Fury GROUP +27 83 266 2130
- Mr. Carl Martins Former Head of Department at TransUnion +27 83 458 8281
- Wesley Littleford – Character reference and Colleague for past 6 years. +27 82 067 2881
- Sig.ra Liliana Sassi-Former English Teacher at **Scuola Leonardo Da Vinci**. +39 333 652 8313
- Sig.ra Lorenza Ninni- Teacher at **Scuola Leonardo Da Vinci**. +39 338 547 0431
- Sig.ra Tiziana Angiolini -Teacher at **LICEO ARTISTICO STATALE "G. CHIERICI"** +39 320 112 1007