

## Contact

Pretoria  
deklerk.x@ud.me

[www.linkedin.com/in/duncan-deklerk-7597109](http://www.linkedin.com/in/duncan-deklerk-7597109) (LinkedIn)  
[www.hoopil.com/](http://www.hoopil.com/) (Company)

## Top Skills

Solution Architecture  
Analytical Skills  
Integration

## Languages

Afrikaans

# Duncan de Klerk

Analyst, Business and IT Consultant @ Shyft Control  
Pretoria, Gauteng, South Africa

## Summary

I'm a IT Professional with 22 years of technical and business experience. (B.Sc. Honours Degree in Information Technology/ Computer Science.

I understand the full SDLC. Started as a programmer and progressing as architect, analyst, team lead and head of a business unit. I consulted to various industries to provide solutions and insight.

I have been involved in a couple of startups and actively involved in all areas to build a new company, partner, merge and selling of a company. As a director I have also a lot of experience in pre-sales/ business development, operations, finance, strategy, partnerships and investments.

I am passionate about making a difference in people's lives using technology in various areas such sports, sustainability, agriculture, culinary and design(architecture).

I enjoy following new trends and exploring the problems they may solve to achieve the 'inconceivable'.

I strongly believe that vision, leadership, personal development, company culture and innovation is key to achieve success as a collective.

My mission is to develop and use my strengths to help others overcome their fears and develop to their full potential to make a positive difference in the world.

My strengths are:

- Analytical and detail oriented
- Think out of the box (What if and solution orientated)
- Technical and quick learner
- Structured, logical thinking and task orientated
- Leadership - take lead, plan, mobilise people, motivate and execute

- Strategic, big picture, challenging status quo  
(Gallup / Clifton Strength Finder report: Deliberative, Command, Focus, Responsibility, Futuristic)

---

## Experience

### Shyft Control

#### Solutions Architect

May 2021 - Present (2 years 6 months)

Pretoria, Gauteng, South Africa

Shyft Control is a startups building products and providing consulting services in the IT space.

I'm one of 2 directors, defining and build out the offerings.

Daily activities involve research and operations.

Perform analysis of trends and developments in the Web3 sector, precious metals and macro economy.

Research done is used for investments and staking into various blockchain coins/tokens, STO's.

Insights are used for input into strategic business planning and product roadmaps.

Specialised in the following areas:

- Sustainability with a focus on environmental(ReFi) and production including supply chain

- Connectivity (IoT, LoRaWAN, 5G)

Currently running Helium, WeatherXM miners and Theta edge node.

Research includes but is not limited to:

Technology used (algorithms, development languages, virtual machines); Layer 0,1,2 platforms; interoperability(IBC); Tokenomics; NFT and tokenisation of real world assets including STO's; social media; staking; play to earn, meta verse/virtual platforms, payments, mobile, apps, analytics/explorer platforms, oracles and access to realtime data.

Used various exchanges, NFT market places, wallets and decentralised platforms using DApps and browser extensions. (Brave, Unstoppable Domains, MetaMask, Exodus, blockchain explorers)

## Operations

- Creation, creation and setup of various Wordpress sites and associated analytics and social accounts
- Branding (Logo, colours, etc.) ShyftControl, Hoopil, Canvas Evolution, JiraCloudServices
- Company administration and strategy (budgeting, licensing/subscriptions, finance, partnerships)
- Product (enhancements, market fit and competition analysis)
- Testing and Integration of Canvas Evolution (<https://canvasevolution.com/>), Jira app (Checkout Git repositories, build, deploy, test)
- Setup and Jira Projects and maintain confluence

## Exprimo

### Business Owner

July 2008 - Present (15 years 4 months)

Pretoria, Gauteng, South Africa

Exprimo is a investment and operations company with various business units:

- IT Analytic Consulting services and solutions
  - Development (Vue,NUXT, Javascript, CSS, SQL, REST, Google Cloud, Adobe Suite, ....)
  - Web3.0 (BlockChain, Crypto)
  - Company strategy
  - Company culture
  - Personal and leadership development
  - Working environment (office design, interaction, creativity/innovation)
- Coffee supplier (Airabica)
  - Sourcing, Roasting and Supplying of coffee beans/grounded
  - Supplying coffee equipment and roasters
  - Barista Training
  - Coffee consulting (Specifically in the business and hospitality)
- Sport & Protective gear
  - Reseller of of Motorcycle Adventure/Enduro and MTB Enduro/Cross Country sports gear (Leatt)
  - Importer and distributor of Inuteq (PPE, Sport performance) cooling technologies ([coolsports.online](http://coolsports.online))

Key skills/experience learned during tenure:

- Starting (setup including branding, website, strategy) and growing a business
- OKR setup and tracking via Jira Atlassian
- Identifying passions and purpose
- Personal/Team and leadership development
- Specialty coffee roasting using air roasting
- Barista (brewing using various methods, but specialising in espresso based drinks)
- Testing and recommending different Inuteq products and Leatt protective gear and clothing

### Adapt IT Holdings Limited

#### Analytics Consultant

May 2021 - August 2021 (4 months)

South Africa

Analytics Consultant focused on Telecommunication Big Data Analytics products and solutions

#### Main Responsibilities:

- Business continuity
- Proposals, Commercials and contracts
- Business Development & Sales
- Product partnerships
- Product Roadmap, Development and Innovation in the Analytics space
- Overseeing technical implementation teams and onboarding of team members
- Overseeing Support and Customer success

#### Type of projects

- EDW (Enterprise Data Warehouse)
- RAFMS (Revenue Assurance and Fraud Detection & Management solution)
- Data processing and Analytics in the Law Enforcement(LEA) and Intelligence industry
- Innovation in the product and business

### adaptIT

#### Head of Advanced Analytics Solutions

January 2019 - April 2021 (2 years 4 months)

Midrand, South Africa

As the Analytics Solution Stream Owner(Manager) I was privileged to work with the latest technology and trends in Big Data and Analytics, working with teams and clients in multiple countries.

Main Responsibilities:

- Vision and Strategy
- Proposals, Commercials and contracts
- Business Development & Sales
- 3rd party OEM/Reseller partnerships (Tableau/F5, MicroStrategy, Google, Elastic, NGINX, RYFT)
- Product Roadmap and Development and Innovation in the Analytics space
- Overseeing technical implementation teams and onboarding of team members
- Overseeing Support and Customer success

Type of projects

- Enterprise Data Warehouse solutions in the Telco industry
- Revenue Assurance and Fraud Detection & Management solutions in various Telco industries
- Data processing and Analytics in the Law Enforcement and Intelligence industry

**Motorrad Executive Rentals**

Director (Non-Executive)

January 2006 - June 2019 (13 years 6 months)

South Africa

Motorrad Executive Rentals and Motoberlin supplies rental motorbikes is one of the biggest operators in Africa.

I served as a non-executive director on the board to provide input into the strategy and business operations.

I'm currently still a shareholder and advisor, but no longer sit on the board.

**Conor**

Director

October 2009 - December 2018 (9 years 3 months)

Pretoria

Conor Solutions was a startup company that we build into a successful SME providing software solutions to multiple international clients.

I build up a business unit that provided consultancy services and software solutions, primarily in the data space.

## Responsibilities

- Executive director
- Head of Analytics Business Unit
- Business/System Analyst
- Technical Lead and Developer, Tester, Deploy, Support)
- Product strategy and development
- Business strategy
- Business Development, Sales, Commercials, Contracts, Imports
- Client relationships and success
- Partner engagement and relationships (Google, Elastic, NGINX, RYFT)
- Office (expansions/move/setup, operations)

in the heading up the business unit focussing on Enterprise Search solutions together with Big Data and Analytic services

## Note worthy achievements and projects:

- Implemented and Maintained the enterprise search solution across various portals(internal & external) & mobi sites for Africa OpCo's within the Vodacom Group
- Tendered and won a large Telco operator in another country to provide a Enterprise Data Warehouse for over 40 streams
- Implemented solutions to combat terrorism and assist law enforcement
- Created new 3D visualisation software for prescriptive analytics (data exploration)
- Was a Google Enterprise(for Work) partner and learned a lot from the innovation and way Google operates
- Designed 2x new offices that embodies the unwritten ground rules

## Key skills/experience learned during tenure:

- Leadership skills
- Streamline business using the Enterprise Operating System (EOS)
- Growing a startup through the various phases through to acquisition and integration
- Company governance, budgets, P&L
- Enterprise Search and Analytics
- Machine Learning
- Business Intelligence Tools
- Enterprise Data Warehousing
- Data Management

- CSS, Angular, Grails, Groovy, MongoDB, Git
- Google Cloud, Google Search Appliance, Google Maps
- Analytics using FPGA technology
- Elastic Search

## Excedo

### Director

October 2009 - June 2011 (1 year 9 months)

Gauteng, South Africa

Excedo was a business that build a database of highly skilled IT resources through a referral program and matched them with companies.

Excedo was a business unit within the Conor company, which started to help create a better way to connect valuable people in the IT industry using trust, reputation to find a employer best suited to their needs.

Note worthy achievements and projects:

- Learned more about recruiting
- Networking

## Vodacom

### Information System Analyst

December 2009 - January 2011 (1 year 2 months)

South Africa

Worked as a consultant at Vodacom via Conor.

Responsibility:

- Analyses work
- Oversaw implementation of mobile market place project initiated by Vodafone and implemented at its various OpCo's
- Strategic advice around Enterprise and e-Commerce related to search.
- Search Engine Optimisation

## Vodafone

### ICT Consultant

March 2009 - September 2009 (7 months)

London, England, United Kingdom, Düsseldorf, Germany

Work at Vodafone Global as part of the product team developing and rolling out a mobile market place (MyWeb) to take advantage of the new smart phone area.

Responsibilities(London Mar-Jun):

- Product Release Management
- Work with product development teams in London and Düsseldorf to put in place and streamline processes and standards.

Responsibilities(Düsseldorf Jul-Sep):

- Support of the implemented system
- Troubleshooting
- Deployments
- Engagement specifically with the Vodacom South African to ensure successful implementation

Key achievements, skills and projects:

- Improved DevOps practises using Continuous Integration (Dev and Automated Deployment)(Hudson/Jenkins)
- Linux (log analysis and trouble shooting)
- Work with international teams with different languages and cultures within different countries

## Momentum

Analyst/Developer

2008 - 2009 (1 year)

Gauteng, South Africa

Work as a full stack developer on a Call Agent system used to market insurance products

## First National Bank

Analyst/Developer

July 2005 - 2008 (3 years)

Consult in the Content Management space(Documentum)

Service as team lead and provide development services

## Software Futures

Software Developer

January 2005 - June 2005 (6 months)

City of Johannesburg, Gauteng, South Africa

Work on Portal project at Vodacom (Vodacom Service Provider)

Responsibility



- Java and frontend developer to implement various portlets to replace the existing website.

### Waymark (previously Excel)

Developer, Architect and Tech Lead

January 2001 - December 2004 (4 years)

Pretoria, Gauteng, South Africa

Java Developer working for contracting house supplying Document and Content management solutions using Documentum

#### Responsibility:

- Developer
- Do Pre-sales and build PoC's

#### Note worthy achievements and projects:

- Digitise the Department of Justice Civil and Criminal court case management system using dynamic generated digital Adobe forms that can be signed using fingerprint readers.
- I was the main developer and later team lead of an abstraction layer (API gateway) to display scanned images all cheques and other related images stored and managed in Documentum

#### Key skills/experience learned during tenure:

- Worked in various industries:
  - Medical Insurance (Discovery)
  - Government (Police, Justice, National Prosecuting Agency)
  - Reinsurance (SwissRe)
  - First National Bank
- Primarily work on the Documentum Product
- SOAP, XML, Java

---

## Education

University of Pretoria

Computer Systems Bachelor of Science (BSc Hon), Computer Science · (1997 - 2000)

Menlo Park

Matric · (1994 - 1996)