



ANDREW CONNOLD

Business Coach
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▶ ANDREW'S CREDENTIALS

Before joining GROW, Andrew held the position of Group CEO at Tellumat (Pty) Ltd, an organisation that offered the Defence, Transport, and Energy industries advanced technology, products, solutions and services throughout South Africa and other select world markets, including both local manufacturing as well as import and distribution of products. At Tellumat, Andrew was responsible for the definition and execution of the organisation's mission, vision and strategy. He played a leading role in directing senior management, key stakeholder management and corporate governance of the group.

Additional standout achievements through his career include assisting a business in the mining sector to resume full-time operations, upgrading them to a modernized operation and to reach 365% revenue growth and 9% return on sales. He led the turnaround of a struggling IT company to become a profitable, cash-positive business with multiple income streams and a 286% growth in revenue and 974% growth in operating income. Andrew also led the consolidation of a R100 million group of small, diverse IT companies to grow by 184% in revenue and 397% in operating income in preparation for public listing.

Andrew is a certified Director (IODSA) as well as a Rotary Club member. He is involved in community and youth projects that develop township entrepreneurs and provides mentoring to two start-ups. He aims to contribute to improving the South African economy and the creation of job opportunities through growing businesses.

▶ ABOUT ANDREW

Andrew is not only motivated by the success of a business, but by the process of setting strategic direction and objectives and executing these strategies to get businesses to a point where they are then able to function independently.

Andrew relishes in creating self-sufficiency. After 29 years of successfully leading businesses, he is now passing his knowledge and experience on to keen, young executives and help them thrive as he has.

▶ HOW ANDREW CAN HELP YOUR BUSINESS:

Andrew has 29 years of accumulated skills and experience as a senior executive and CEO. He supports business owners in their planning and execution efforts towards significantly growing themselves and their business. He will help you with finding solutions to your diverse challenges while maintaining a consistent focus on your business growth plans.

Andrew's core expertise lies in strategically pragmatic solutions, allowing businesses to create a solid foundation through robust execution discipline. He provides a confidential, knowledgeable and experienced executive sounding board to work through business and personal challenges. If you're looking for a strategically experienced partner to help navigate the challenges of building a successful, sustainable, self-sufficient business, Andrew is the business coach for you.

WE HELP GROW YOUR BUSINESS, PEOPLE AND PROFITS.

 GROW Business
Coaching

ABOUT US

Since 2009, GROW has been working with ambitious business owners, leaders, and their teams to build and scale businesses.

GROW's Business Coaching is designed to help business owners let go of the reins and harness the full potential of the people they lead; ensure business strategies are successfully executed through the provision of ongoing support and tech-enabled learning; and to build healthy, high-performing teams who play to their strengths and remain collectively accountable for achieving the goals and ambitions of the business.