Jordan Sample

Independent Management Consultant · Operations and growth

jordan@example.com · linkedin.com/in/your-name · Cape Town, South Africa

PROFILE

I help mid-sized companies fix growth and operations problems in focused 90-day engagements, and I leave behind processes their teams can run without me.

Twelve years in operations and strategy, the last six as an independent consultant to manufacturing, retail and fintech businesses. I work with owners and executive teams who need a clear plan and someone to see it through.

My method is simple: find the one constraint holding results back, fix it, measure it, then move to the next. Every engagement ends with a handover document and a team that owns the change.

- **Cash conversion cycle:** 74 days to 52 days
- **Sales pipeline conversion:** 11% to 19%

EXPERIENCE

Independent Management Consultant, Sample Advisory Jan 2020 – present

- Fixed-scope engagements and fractional executive retainers for owner-led and mid-sized companies.
- Specialising in cash, pricing, operations and sales process.

Senior Consultant, Example Consulting Partners 2016 – 2019

- Led project teams of four to six on operations and cost projects for retail and manufacturing clients.
- Built the firm's standard diagnostic that is still used on new engagements.

Operations Manager, Sample Distribution Group 2012 – 2016
Ran a distribution centre with 120 staff and a monthly budget under ten million rand.

Graduate programme, Sample Holdings 2010 – 2012
Rotations through finance, procurement and logistics.

RECENT ENGAGEMENTS

- **Sample Manufacturing Group** (Western Cape): Working capital and procurement
- **Example Retail Holdings** (Gauteng): Store operations and pricing
- **Sample FinTech Ltd** (Remote): Sales process and reporting

CASE STUDIES

- **Working capital turnaround** (2025): The cash cycle shortened by three weeks, and month-end cash shortages stopped.
- **Pricing and store operations** (2024): Margins became predictable, and store managers could see the numbers that mattered to them.
- **Sales process and reporting** (2026): Follow-up became consistent, and the leadership team could forecast the quarter with confidence.

SKILLS

Strategy and growth: Operating models, Pricing, Go-to-market, Board reporting.
Operations and finance: Working capital, Procurement, Process design, KPI scorecards.
Tools: Excel and Sheets, Power BI, Notion.

QUALIFICATIONS AND EDUCATION

MBA, Sample Business School

BCom, Business Management, Sample University

School, Sample High School, finished 2007

WAYS TO WORK TOGETHER

Three ways most clients start. A two-week diagnostic with a ranked fix list; A 90-day improvement engagement; A part-time fractional operations executive.

Languages: English and Afrikaans. demo.legacy-sa.co.za