

# Banele Benjamin Bennett

## Mbabane, Swaziland

### BIOGRAPHY:

I'm a Swazi male currently a Coal Trader at Rand Energy, a South African company trading in the coal and other precious metals sector in the field of hard commodities and mining sector. Prior to that I worked for the National Maize Corporation (NMC) in Eswatini as a Business Development Officer. I currently have over 13 years of experience in the agricultural sector and with various trainings and certifications and just over 3 years in the hard commodity sector.

My responsibilities included;

- Identify trading opportunities through supply and demand analysis, arbitration potential, spread trading, and flat price trading
- Develop professional relationships with a portfolio of customers by providing proactive marketing strategies that consider customer needs, profitability, market information, and risks
- Utilize internal and external networks with International Futures Exchange entities
- Advise customers on the risks associated with coal marketing strategies.
- Implement coal marketing strategies via Futures Markets, or through facilitating physical transactions in the spot market.
- Manage coal prices through daily trading on Futures Exchanges and supervising bids to mines where applicable to achieve budgeted financial results.
- Trading on SAFEX as price forming mechanism for grains and oilseeds in the South African agricultural context
- Monitor changes in SAFEX prices as a result of changes in fundamental factors such as exchange rate and the Chicago Board of Trade prices.
- Making sure grain deliveries from foreign origin on SAFEX contracts, international prices and the influence thereof on SAFEX prices are met with clients and producers.
- Determination of spot prices and the role of location differentials when doing trades and optimizing profitability.
- Identify trading opportunities through supply and demand analysis, arbitration potential, spread trading, and flat price trading
- Manage customer relationships and execute trades on their behalf
- Advise customers on the risks associated with grain marketing strategies

- Community Development exercise in which I do needs assessment and technical advises.

I'm an Agricultural Economist by profession having obtained my degree from the **University of Swaziland** and also completing (Part-Time) my Master's degree in Development Finance with the **University of Stellenbosch Business School**. I also have attended some trainings on development and marketing.

### **PERSONAL INFORMATION:**

Surname: Bennett  
Names: Banele, Benjamin  
Date of Birth: 04/11/1988  
Place of Birth: Nhlangano  
Gender: Male  
Marital Status: Single  
Nationality: Swazi  
Identity Number: 8811046100139  
Language (s): English, SiSwati/Zulu and Afrikaans (all well-spoken and well written)  
Residential Place: Manzini  
Postal Address: P.O. Box 1775 Matsapha  
E-mail Address: [bennettbanele@gmail.com](mailto:bennettbanele@gmail.com)  
Contact Number: +268-76611885  
Interest/ Hobbies: Playing Tennis and soccer, socializing, singing, travelling Reading and writing articles

### **PROFESSIONAL EXPERIENCE**

#### **Rand Energy (PTY) LTD**

##### **Position or Title: Coal Trader (July 2022 – Current)**

- Identify trading opportunities through supply and demand analysis, arbitration potential, spread trading, and flat price trading
- Develop professional relationships with a portfolio of customers by providing proactive marketing strategies that consider customer needs, profitability, market information, and risks
- Utilize internal and external networks with International Futures Exchange entities
- Advise customers on the risks associated with coal marketing strategies.
- Implement coal marketing strategies via Futures Markets, or through facilitating physical transactions in the spot market.
- Manage coal prices through daily trading on Futures Exchanges and supervising bids to mines where applicable to achieve budgeted financial results.
- Deliver presentations and seminars to retain or gain new business

- Market new and existing products to customers.
- Ensure the profitability and retention of each account within the portfolio.
- Manage sales targets and plan marketing initiatives in line with business unit goals.
- Execute daily call programs to optimize sales efforts.
- Manage customer relationships and execute trades on their behalf.
- Provide market analysis and advice.

**National Maize Corporation (June 2016 - September 2021)**

**Position or Title:** Business Development Officer

- Trading on SAFEX as price forming mechanism for grains and oilseeds in the South African agricultural context
- Monitor changes in SAFEX prices as a result of changes in fundamental factors such as exchange rate and the Chicago Board of Trade prices.
- Making sure grain deliveries from foreign origin on SAFEX contracts, international prices and the influence thereof on SAFEX prices are met with clients and producers.
- Determination of spot prices and the role of location differentials when doing trades and optimizing profitability.
- Conducting business counseling to Farmers in order to identify their challenges and address them to enhance quality of service and productivity
- Developing linkages among Farmers, Finance Institution and NMC being their market.
- Business planning and financial management for Farmers
- Business trainings
- Monitoring and evaluating of projects undertaken by NMC

**Small Enterprises Development Company (March 2011 – April 2016)**

**Position or Title:** Business Counselor

- Conducting counseling to Entrepreneurs in order to identify their challenges and address them to enhance quality of service and productivity
- Develop linkages among Entrepreneurs, Finance Institution and Markets.
- Business planning and financial management for Entrepreneurs
- Business training
- Monitoring and evaluating of projects undertaken by SEDCO
- Community Development exercise in which I do needs assessment and technical advises

**EDUCATION & TRAINING**

**University of Stellenbosch, Stellenbosch, Republic of South Africa (Graduating in 2025)**

Masters in Development Finance.

**University of Swaziland, Luyengo, Swaziland, (March 2011)**

Degree, Agricultural Economics and Business Management

#### OTHER RELEVANT TRAININGS

**August 2018-** SAFEX trading course with the University of Free State (SA)

**November 2016-** Completed and qualified to be a grain grader from the Grain Training Institution SA.

**December 2012-** Attended a two weeks course in Trainers and Educators Workshop which was done by the International Development Centre for Africa (IDCA)

**September-December 2013-** Attended training in Local Industry Development in Agricultural Regions by Strengthening Capacity of Management in Marketing and Project Management in Japan (JICA)

**March 2014-** Did a two weeks training on Value Chain Management with the MFU (Micro Finance Unit)

#### AWARDS, HONORS & PERSONAL ACHIEVEMENTS

##### **NATIONAL MAIZE CORPORATION TOP ACHIEVERS 2018/19**

- Awarded the best performing employee for the 2018/19 financial year

##### **Member of the Agricultural Economics Association of Southern Africa**

- A professional organization of agricultural economists in Southern Africa

##### **Member of the National Maize Price Adjustment Committee**

- This is a committee that consist of maize industry stakeholders and is chaired by a ministry representative. As a member, I came up with a model to be used when determining the local maize price for both consumers and farmers and it was gazetted by the Government of Swaziland

##### **Member and Chairperson of Agricultural Market Information System (AMIS) Committee**

- A committee that overlooks the agricultural market information in Swaziland

##### **Articles for RUZIVO TRUST**

- I have written Articles for the Ruzivo Trust which is a Non-Profit Organization in Africa based in Zimbabwe that deals with the economics of different sectors in Africa and advises Governments

##### **Insight Management Company Award, November 2013, Obihiro, Japan**

- I was named best overall student in terms of presentations and interactions during my training in Japan

##### **Most Effective Research, University of Swaziland, Agric. Economics Department, March 2011, Luyengo**

- Scooped the Departmental prize for **Most Effective and Well Cited Research** with my research on socio-economic characteristics of the farmers and the profitability of cassava production.

#### OFFICIAL APPOINTMENTS

- Appointed into the **National Standard Committee**, a committee that looks at formulating new products standard in the country under **SWAZILAND STANDARD AUTHORITY**.
- Appointed to facilitate the **One Household One Product Initiative Programme** with the **Micro Finance Unit** as a Supervisor.
- Appointed into the **Honey Council of Swaziland** as a marketing strategist
- Appointed into the **Micro Finance Unit** team that worked on the **Micro Finance Policy** in Swaziland

## SKILLS & COMPETENCE

Good interpersonal and communication skills.

**Languages:** SiSwati and English

**Computer:** Microsoft Office, SPSS, GENSTAT, Web utilities, SYSPRO

## REFERENCES

### **Mr. Chrostopher Grey**

Director

Rand Energy South Africa

Cell: +278 28563909

### **Mr. Charles Mdluli**

Agribusiness Manager

National Maize Corporation

Cell: +268-76024919

### **Mr. Bongani Masuku**

Principal Secretary,

Ministry of Agriculture

Cell: +268-76062604

### **Mr. Bheki Dlamini**

Monitoring, Counseling and Training Manager

The Small Enterprise Development Company

Cell: 268 76071652