

COMPETENCE PROFILE | MARIUS GROBLER



I've been in digital transformation and optimization globally for many years and have witnessed first-hand the increasing struggle which companies face to bridge the gap between traditional business, culture, mindset and projects vs. which approach to take to transform their business digitally. I support in this space for successful and optimized transition.

After a fantastic 20-year career with Mercedes-Benz overseeing more than 40 projects in 13 Countries, I now shifted my focus to support and advise Organizations and Teams with their Digital Transformation & Optimization challenges. Utilizing online technologies this is now more possible than ever before to engage and remotely support any team, irrespective location, and I have successfully done so the past 3 years with project implementations in Asian and EU countries.

I would be delighted to remotely support and work with your Team on this exciting journey, and firmly believe that my excellent track record in the Automotive, Finance and Insurance space since 1993, will add great value add to your business to help digitize & optimize your Projects, Products and Processes.

PERSONAL INFORMATION

Country of residence: Portugal | Support global

Availability: As agreed

SKILLS

- Areas of Experience:
- Digitization and optimization in Banking, Automotive Financial and Insurance Services
 - Transitioning from Traditional Business and culture, to Hybrid Digital, to an Optimized Digital and Scalable Business
 - Agile | SAFe Project Methodologies
 - Scalable blueprint design and thinking
 - Bridging Traditional Houston Project Management with Agile
 - Implementing and Managing High Performance Teams
 - Implementing Project Tools and Techniques to ensure high performing teams
 - Designing and implementing highly efficient exploration methodologies
 - Product and Process standardization & optimization
 - Connecting the 'Missing Dots'

- Language Skills:
- Englisch
 - Afrikaans

- Software Knowledge:
- JIRA
 - Trello
 - MS Office
 - Confluence

AWARDS OF EXCELLENCE RECEIVED (FOR ASIA, PACIFIC & AFRICAN MARKETS)

- 2020 Best Team Performance Finalist | New Point-of-Sale Implementation in Korean Market
- 2019 Best Team Performance Winner | Digitizing the Singapore e-Contracting Business
- 2018 Best Team Performance Finalist | New Point-of-Sale implementation in Indian Market
- 2013 Best Overall Leadership Award Finalist | APAC Markets
- 2012 Best Insurance Team Performance Winner | Best Overall Performing APAC Insurance Team

WORK EXPERIENCE

- 2023 **Digital Transformation Consultant** | Jadeways Solutions
- Digital Transformation & Optimization
 - Project, Product & Process Optimization
 - Scalable Blueprint Design
 - App User Experience Design
- 2018 – 2022 **Chief Digital Product Owner** | Digital Solutions Centre Singapore | Mercedes-Benz Mobility
- Product Ownership for Global Point-of-Sale eContracting solution
 - Overall Product Vision, Program Management
 - Productive, Effective and Dynamic Team to ensure International deployments
- 2016 - 2018 **General Manager: Africa, Asia & Pacific Markets** | Daimler Financial Services Africa, Asia & Pacific Regional Office Singapore
- Overall Product Management for Point-of Sale systems, eCommerce, Finance Calculators, Online Credit Applications, Customer Portal and Digital Accelerator
 - Product vision
 - Productive, Effective and Dynamic Team to ensure International deployments
- 2012 - 2015 **National Sales Manager** | Mercedes-Benz Passenger Cars | Mercedes-Benz Financial Services South Africa
- Steering National Finance & Insurance sales acquisitions & penetration with ~100 x Mercedes-Benz Dealers
 - Effective Point-of-Sale solution to drive sales and penetration targets
 - Productive, Effective and Dynamic Regional Management Team

- 2009 – 2013 **Head of Insurance** | Insurance Key Individual | Passenger Cars & Commercial Vehicles | Mercedes-Benz Financial Services South Africa
 - Overall niche Insurance Product Development Management with Insurance Partners
 - Steering National insurance acquisitions & penetration with ~100 x Mercedes-Benz Dealers
 - Effective Point-of-Sale solution to drive sales and penetration targets
 - Insurance Partner Stakeholder Management

- 2006 – 2009 **Operations Manager & Specialized Projects** | Passenger Cars & Commercial Vehicles | Mercedes-Benz Financial Services South Africa
 - Management of Back-Office Operations, Contract Management
 - Management of specialized projects

- 2003 – 2006 **Insurance Product Owner** | Passenger Cars & Commercial Vehicles | Mercedes-Benz Financial Services South Africa
 - Development and implementation of Motor Only Insurance, Home Insurance, Value Added Insurance Products, Automotive Extended Warranty Products & Maintenance Products
 - Outbound Insurance Call Centre Management

- 1995 – 2003 **Branch Manager | GM: Marketing & Sales** | Prestasi Brokers_Compass Insurance (Hannover-Re Subsidiary) | South Africa
 - Branch Manager Southern Cape | National Insurance Brokerage
 - Marketing, Sales, Corporate Events
 - Underwriting Manager Relationship Management

EDUCATION | TRAINING

- Marketing & Sales Management, Tswane University of Technology, South Africa
- Certified Scrum Product Owner, National University of Singapore
- Financial Services Board Regulatory Certification: Sole Proprietors & Key Individuals Category I, II, IIA, III and IV, Financial Planning Institute of Southern Africa (FPI)(FSB)
- Financial Services Board Regulatory Certification: Representative, Financial Planning Institute of Southern Africa (FPI)(FSB)
- The Future Marketer, Singapore
- Global Leadership Dialogue, China Beijing
- Scalded Agile Frameworks for Lean Enterprises 5.0, Singapore
- Houston Project Management, Daimler Financial Services Stuttgart
- Global Cyber Security, Daimler Stuttgart
- Data Management, Daimler Stuttgart
- Data Anti-Phishing Essentials, Daimler Stuttgart
- Expert Module, EU General Data Protection Regulation Overview, Daimler Stuttgart
- Expert Module, Antitrust Overview, Daimler Stuttgart

PROJECT EXPERIENCE (AS PROJECT LEAD)

No	Achievements	Market	Year	Role
1	PoS roll-out - infinite	Luxembourg (WiP)	2022	Chief Product Owner
2	PoS roll-out - infinite	Belgium (WiP)	2022	Chief Product Owner
3	PoS roll-out - infinite	Netherlands (WiP)	2022	Chief Product Owner
4	PoS roll-out - infinite	Korea	2019	Chief Product Owner
5	PoS roll-out - infinite	Japan	2020	Chief Product Owner
6	PoS roll-out - infinite	Russia	2021	Chief Product Owner
7	PoS roll-out - Dealer Touch Points	Thailand	2016	Chief Product Owner
8	PoS roll-out - Dealer Touch Points	India	2017	Chief Product Owner
9	PoS roll-out - Dealer Touch Points	Singapore	2018	Chief Product Owner
10	PoS roll-out - Dealer Touch Points	Malaysia	2018	Chief Product Owner
11	eCommerce VdZ / InfiniteDirect	South Africa	2019	Chief Product Owner
12	eCommerce VdZ / InfiniteDirect	Australia	2020	Chief Product Owner
13	eCommerce VdZ / InfiniteDirect	Thailand	2020	Chief Product Owner
14	SalesTouch MPC PoS integration	Japan	2020	Chief Product Owner
15	SalesTouch MPC PoS integration	Malaysia*	2020	Chief Product Owner
16	SalesTouch MPC PoS integration	Thailand*	2019	Chief Product Owner
17	SalesTouch MPC PoS integration	Taiwan	2019	Chief Product Owner
18	Abacus Calculation Engine	Korea	2018	Chief Product Owner
19	Abacus Calculation Engine	Japan	2020	Chief Product Owner
20	Abacus Calculation Engine	Russia*	2020	Chief Product Owner
21	Abacus Calculation Engine	Australia	2019	Chief Product Owner
22	Finance Calculator 2.0	Korea	2018	Chief Product Owner
23	Finance Calculator 2.0	Thailand	2018	Chief Product Owner
24	Finance Calculator 2.0	Taiwan	2019	Chief Product Owner
25	Finance Calculator 2.0 incl Insurance	India	2019	Chief Product Owner
26	eContracting DLM Pilot rollout	Singapore	2018	Chief Product Owner
27	eKYC Proof of Concept Development	South-Africa	2017	General Manager: Digital AAP Markets
28	eSignature Product Development	Singapore	2017	General Manager: Digital AAP Markets
29	eSignature Product Development	South Africa	2018	General Manager: Digital AAP Markets
30	Chatbot Proof of Concept	Accelerator AAP	2017	General Manager: Digital AAP Markets
31	myBusiness Reporting Roll-out	AAP Markets	2016	General Manager: Digital AAP Markets
32	Online Credit Application	Singapore	2016	General Manager: Digital AAP Markets
33	Agility Finance Rollout	South Africa	2013	National Sales Manager
34	New Digital Car2Car Retention Tool	South Africa	2012	National Sales Manager
35	Introduce Dual Insurance Model	South Africa	2010	Head of Insurance
36	Insurance New Home Insurance	South Africa	2010	Head of Insurance
37	Insurance New Motor Products	South Africa	2009	Head of Insurance
38	New MPC MobiloDrive Maintenance	South Africa	2007	Project Lead
39	Takaful Insurance Proof of Concept	South Africa	2006	Ins Prod Dev Manager
40	Insurance VAP - Shortfall cover	South Africa	2005	Ins Prod Dev Manager
41	Insurance VAP - Downtime CV cover	South Africa	2005	Ins Prod Dev Manager
42	Insurance VAP - Excess Reducer	South Africa	2005	Ins Prod Dev Manager
43	Insurance VAP - Credit Life Rollout	South Africa	2004	Ins Prod Dev Manager