

CLIVE PILLAY

BCom, MBA, Certified Director®, F.Inst.D, F.MIoD

Chief Commercial Officer | Sales & Business Development Director

Pan-African Infrastructure, Mining, Energy & ICT Expert

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Professional Summary

Pan-African Senior Executive and Certified Director with over 30 years of C-suite and board-level leadership across Energy, Mining, Construction, Infrastructure, and ICT, operating in 24 African and international markets. Proven record in originating, structuring, and executing capital-intensive growth strategies, including more than \$750 million in complex B2G and B2B transactions across EPC, EPC+F, PPPs, and project finance, with \$105 million successfully closed. Full P&L owner of businesses exceeding \$100 million, with repeated success in driving double-digit revenue growth, delivering strong ROIC, and turning around underperforming operations through disciplined focus on profitability, cash flow, and capital efficiency. Trusted advisor to African governments, SOEs, DFIs, private equity, and global financiers, with direct access to Ministers, senior public officials, and C-suite decision-makers; Scotwork-trained negotiator with deep expertise in development finance and investor-ready business planning.

Recently certified in AI Strategy (IBM/Wharton) and AI for Mining (AI CERTs), complemented by executive-level AI credentials from Microsoft, Salesforce, and HubSpot. Brings a differentiated, governance-led approach to integrating generative AI, revenue intelligence, and predictive analytics into commercial, operational, and investment decision-making, while ensuring ethical deployment and regulatory compliance. Combines rigorous executive judgement with 4IR-enabled intelligence to enhance capital allocation, bid management, risk oversight, and long-term value creation, particularly in energy transition, greenfield development, and complex multi-jurisdictional environments.

Work History

Melki Group Commercial Director

**04/2023 - Present
Dainfern**

- Led B2B negotiation/acquisition of De Beers alluvial diamond mine in Northern Cape, operationalising asset with diversified revenue streams in 14 months.
- Structured €90 million DBSA-funded B2G schools project with Côte d'Ivoire Government, achieving financial close in 12 months and positioning €190 million EPC+F expansions in Togo via DFI partnerships.
- Negotiated and secured R800 million nominated subcontractor agreement on the Phase II Lesotho Highlands Water Project.
- Setup Mauritius corporate holding structure/family office with 3% effective tax rate, facilitating cross-border B2B financing and strategic planning for African infrastructure deals.

LSP Construction South Africa
Managing Director

06/2022 - 03/2023
Midrand

- Launched SA high-voltage subsidiary, finalising B2B supplier registrations with Eskom, Transnet, and PRASA, unlocking multi-billion parastatal tender pipeline in 8 months.
- Forged Original Equipment Manufacturer (OEM) strategic partnerships, enabling negotiated contracts \$50 million+ in mining/transport for rapid business expansion.
- Architect of a Public-Private Partnership (PPP) programme between DBSA, commercial lenders and private sector investors to invest in municipal infrastructure – identified pilot projects in 2 municipalities in 10 months in 100% compliance with PFMA/MFMA.

ADUS Consulting
Managing Director & Principal Consultant

02/2021 - Present
Dainfern

- Founded Pan-African B2B consultancy, originating €500 million+ social infrastructure project pipeline and closing 2 transactions in 14 months with DFIs (Afreximbank, DBSA, AFC) focusing on EPC/developer lead generation.
- Built network of export-credit alliances, de-risking B2B deals for SOEs/multinationals across sub-Saharan Africa, resulting in 80 %+ of deals receiving 1st round investment committee approvals.

Consolidated Power Projects International
Chief Commercial Officer

07/2017 - 01/2021
Mauritius

- Structured and closed \$105 million B2G export-credit project with Ethiopian Government in 12 months, leveraging EKN/SACE/Swedish financiers and Standard Bank for high-voltage transmission infrastructure, growing Ex-SA utilities revenue growth by 150 %.
- Led commercial strategy to develop a \$750 million+ single-sourced B2B/B2G pipeline across 24 markets, bypassing tenders utilising Government deviation procurement regulations.
- Built global financier network (UKEF, Afreximbank, DBSA, SEK), shortening deal cycles by 20% through coordinated DFI engagement for energy enterprise clients.

Consolidated Power Projects (Subsidiary of JSE-listed firm)
Business Development Director

01/2012 - 07/2017
Midrand

- Drove 300 % order book growth (R1.5 billion to R6 billion) via B2G/B2B tenders/JVs with miners/utilities, including 27% Year 1 uplift through sales pipeline management.
- Increased project pipeline by 225 % in 14 months (R2 billion to R6.5 billion) – scaling to R18 billion in 5 years.
- Opened 7 new EMEA markets in 5 years: Ethiopia, Angola, Rwanda, Côte d'Ivoire, Nigeria, UAE and Oman.
- Enforced partnership agreements for agents, joint venture and strategic partners reducing BD costs by 50%.
- Applied China sourcing with net 15 - 25 % margin gains.
- Directed Board mandated initiative and attained Level 2 B-BBEE for the Group in 12 months, meeting legislated preferential procurement regulations required by Public Sector customers.
- Rolled out Miller Heiman/SPIN training to sales team, enhancing Net Promoter Score (NPS) and increasing deal conversion rates by 30% over 24 months.

SPEL Plant Hire**01/2008 - 12/2011****Managing Director & Co-Owner****Johannesburg**

- Built and bootstrapped a cash-positive small construction plant-hire startup to R3 million in assets organically with no external debt funding.
- Managed company liquidity and debt profile by maintaining a debt-to-asset ratio of less than 5 % (versus an industry average of more than 20 %).
- Maintained 100 % client retention for 3 years, secured business with 5 of the largest construction companies in South Africa - Grinaker-LTA (2010 Soccer City Project), WBHO Construction, Protech Khuthele, Murray & Roberts and Group 5.
- Designed, programmed and implemented a bespoke customer focused plant management system within 12 months, targeted at the small construction equipment plant hire industry that used technology to create a competitive advantage.

GijimaAst Group (JSE-listed)**11/2005 - 12/2007****Business Development Executive: Public Sector****Midrand**

- Exceeded R350 million annual sales target with landmark annuity wins with multiple SOEs and other Public Sector clients - City of Tshwane (3-year desktop support contract > R20 million), ACSA (3-year network support contract R100 million+), SARS (5-year desktop and server support contract R250 million+), Eskom (5-year EDMS project R160 million+).
- Built a qualified R500 million sales pipeline by aligning the divisional sales strategy with that of Government's procurement cycles and technology roadmap for the various departments.
- Trained Account Management team on solution selling using a modified Miller Heiman sales framework and reducing sales cycles from 15 months to less than 10 months.

GijimaAst Group (JSE-listed)**06/2005 - 10/2005****Strategic Account Manager – Public Sector****Midrand**

- Achieved 100 % of R100 million annual territory target in only 5 months, delivering full-year revenue 7 months ahead of schedule.
- Managed a strategic partnership with Hewlett Packard (HP) to secure R100 million in managed services contracts over 24 months.

GijimaAst Group (JSE-listed)**04/2000 - 05/2005****Earlier Career Roles****Johannesburg**

- Progressed through a series of increasingly strategic IT leadership roles over 5 years.
- Started as a Programme Manager delivering R50 million+ managed distributed infrastructure projects for Absa Corporate Bank and Finance, including the under-budget rollout of the corporate website in three months.
- Advancing to Manager Technology Support Services, leading ITIL Service Support, Delivery, and ICT Infrastructure Management implementation with external audit certification, developing a real-time client dashboard portal, and managing group-wide service level agreements.
- Promoted to Manager Management Information Systems (MIS), designing and deploying custom automation software as a service that reduced support costs by 15%, operational data expenses by 25%, improved response times and data accuracy, and pioneered an industry-first unified real-time customer view for proactive management.
- Appointed Solutions Architect, SaaS subject matter expert responsible for comprehensive needs analysis, business delivery models, and solution proposal development.

- Culminating as Group Bid Manager, crafting successful managed services proposals exceeding R1 billion in sales annually for key clients including First National Bank, Absa, Volkswagen SA, AFGRI SA, Kumba Iron Ore, and Southern Sun.

Absa Bank (IT Division) **10/1999 - 03/2002**
Programme Manager **Johannesburg**

- Headhunted to regain control of 3 large Corporate Bank and Finance Division projects (CISCO link to Sweden, Oracle cube and Towers North Xerox implementation) that were failing, all projects were implemented in 12 months.

Datamax Consulting Services **02/1999 - 09/1999**
Managing Director & Principal Consultant **Johannesburg**

- Started own IT Consulting Services company providing Project Management, Network Management, Database administration and a host of other IT related activities to Computicket SA at the clients request.

Unihold Consulting Group **06/1998 - 01/1999**
Principal Database Consultant **Sandton**

- Contracted as a Senior Database Specialist to troubleshoot complex SQL and Oracle database design and optimisation issues for customers in the financial services, ICT and Governmental spaces.
- Recovered corrupted jobs databases win 48 hours for a tier 1 recruitment firm saving millions in lost revenue.

Nedcor Group (IT Division) **06/1993 - 06/1998**
QA Analyst, Network Specialist and Software Developer **Sandton**

- Advanced through key technical roles in IT support and quality assurance, beginning as a QA Analyst and progressing to Supervisor in the Quality Assurance department, overseeing quality processes and team performance.
- Serving as Network Operations Specialist responsible for monitoring and maintaining computer networks, troubleshooting issues, ensuring network security, and providing technical support to Workstation Support Department (WSD) users.
- Culminating as Software Developer in the WSD, contributing to software development and technical R&D projects, notably rollout of Nedbank SST terminals country-wide.

Board & Governance experience (37+ years cumulative board experience)

Executive Directorships

- Mauritius
 - Lumina Mining 08/2024 – Present
- South Africa
 - Melki Mining 12/2023 – Present
 - LSP Construction South Africa 06/2022 – 03/2023
 - ADUS Consulting 02/2021 – Present
 - Consolidated Power Projects Group South Africa 02/2016 – 10/2019
 - Consolidated Power Projects 01/2012 – 10/2019
 - SPEL Plant Hire 01/2007 – 01/2012
 - Datamax Consulting Services 01/2008 – 12/2009

Non-Executive Directorships

- South Africa
 - Fernridge Home-Owners Association NPC 07/2019 – 10/2020

- CONCO Energy Solutions 12/2016 – 10/2019
 - CONCO Shared Services 03/2015 – 10/2019
- Ex-SA
 - CONCO Rwanda 04/2015 – 10/2019
 - CONCO Uganda 04/2015 – 10/2019
- Mauritius
 - Consolidated Power Projects International 01/2015 – 10/2019
 - Consolidated Power Projects Group Africa 01/2015 – 10/2019

Committee Experience

- South Africa
 - Consolidated Power Projects Group (Risk committee) 02/2016 – 10/2019
 - Consolidated Power Projects (Risk committee) 01/2012 – 10/2019
 - CONCO Energy Solutions (Social and Ethics committee) 12/2016 – 10/2019

Education

- **Certified Director®** 01/2020 – 11/2020
Institute of Directors South Africa
- **Master of Business Administration (MBA)** 01/2014 – 12/2015
Dissertation pending – Wits Business School
- **BCom (Business Management & Strategic Management)** 01/2008 – 12/2011
University of South Africa
- **Diploma in Project Management** 01/1994 – 11/1994
Damelin

Certifications

- Generative AI for Executives and Business Leaders: IBM AI Academy 12/2025 – 01/2026
- AI For Business Specialization: Wharton 12/2025 – 01/2026
- Career Essentials in Generative AI – Microsoft 12/2025 – 01/2026
- Sales AI Quick Look (Trailhead) – Salesforce 12/2025 – 01/2026
- AI for Marketers & BD Professionals – HubSpot 12/2025 – 01/2026
- Scotwork Advancing Negotiation Skills Course 11/2017 – 11/2017
- Export Credit Financing Masterclass - World Bank 06/2015 – 06/2015
- Certificate in Project Management - KandF Project Works 07/2011 – 07/2011
- Management Development Programme - GIBS Business School 01/2007 – 10/2007
- Miller Heiman sales training - GijimaAst Education 03/2005 – 03/2005
- ITIL Service Management Certificate (Foundation) – CSMG 01/2005 – 01/2005
- Certificate in Project Management - University of Pretoria 04/2000 - 04/2000
- SPIN Selling programme - Huthwaite Institute 08/2001 – 08/2001
- Certificate in C++ Programming - Workgroups Institute 03/1997 – 03/1997
- Certificate in Visual Basic programming - Workgroups Institute 10/1994 – 10/1994
- Microsoft Certified Professional - Workgroups Institute 01/1994 – 01/1994
- Certificate in Advanced COBOL Programming - Intec College 01/1993 – 11/1993

Professional Affiliations

- Institute of Directors of Southern Africa (IoDSA) - Fellow
- Mauritius Institute of Directors (MIoD) - Fellow
- The Ethics Institute - Member
- The Business Ethics Network of Africa (BEN-Africa) - Supporter
- The Institute of Risk Management South Africa (IRMSA) - Member

Skills

Strategic leadership & growth execution | Business consulting & advisory | Business development, sales & marketing | High-value deal origination & complex sales | Orderbook & sales pipeline management | Negotiation & deal Closing | B2G & B2B engagement | Stakeholder, client & account management | Relationship building | Pan-African market expertise | Commercial structuring & financial acumen | P&L and forecasting | Market & competitor analysis | Governance & Board-level leadership | Expert project & programme management | Organisational transformation | Entrepreneurial innovation | Executive communication & representation | Detail oriented | Project Finance, PPP & EPC+F, export-credit, concessional finance, DFI's | Written & verbal communication | Onboarding, Training & mentoring | Team building | Commercial & pricing strategy development | Presentations | Critical thinking, problem solving & time management | ICT Managed Services, SaaS | BPO | Generative AI & Machine Learning

Languages

- English – fluent
- Afrikaans – fluent