

# AMPLE IDEAS

PORTFOLIO

JONATHAN SNOW

“Most people spend more time and energy going around problems than in trying to solve them.”

– Henry Ford



# JONATHAN SNOW

CEO

**Ethos:** Steeped in the skills of Industrial Engineering and Operations Management, Jonathan has proven himself as an experienced business leader delivering measurable results and industry accolades.

## **Notable Experience:**

- BMW SA | Supply Chain Optimization Project Manager (8-years)
- FCA SA | Aftersales Consultant (7-years)
- Turbovent Africa | Managing Director (10-years)
- Louw & Co | Private Equity (2-years)
- Revov Batteries | Sales Manager (3-years)
- STELLANTIS SA | IAM Business Development Manager (2-years)

**Industry Recognition:** Twice awarded the Logistics Achiever Awards.  
Awarded the BMW Platinum Award.



# KEY SKILLS

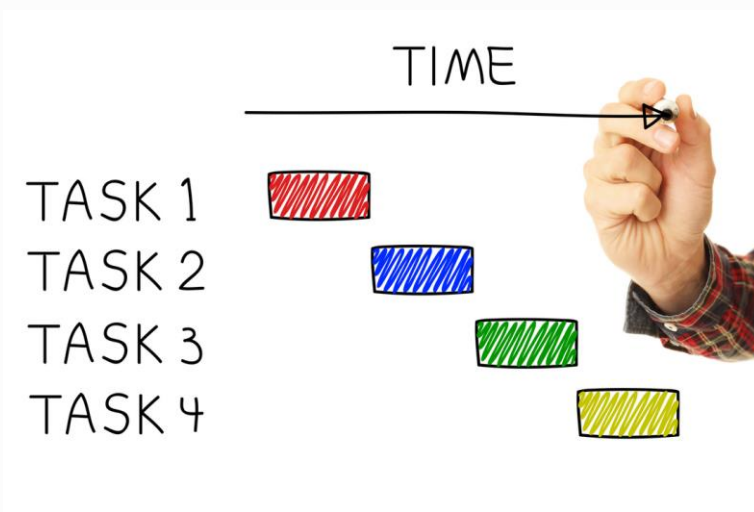
1

MANAGING DIRECTOR



2

PROJECT MANAGEMENT



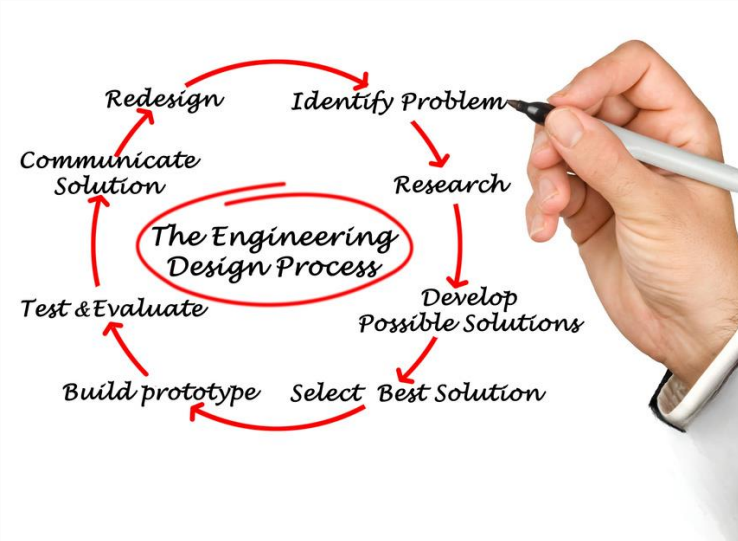
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SALES MANAGEMENT



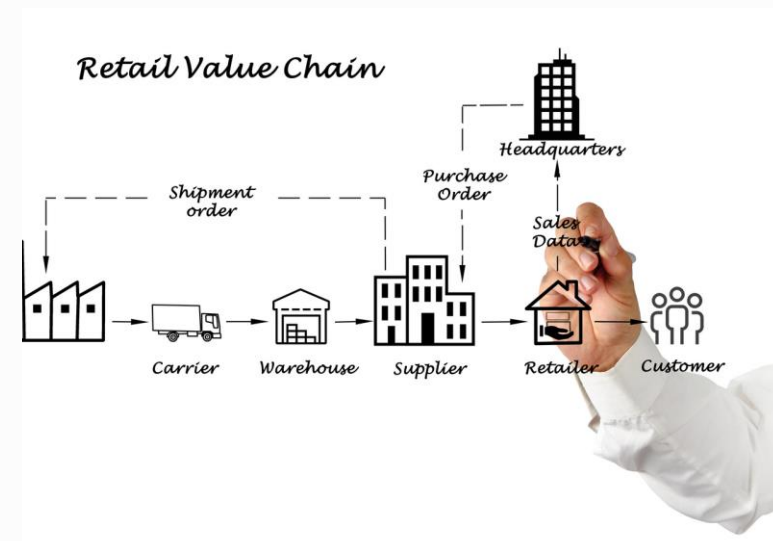
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PROCESS OPTIMIZATION



5

SUPPLY CHAIN OPTIMIZATION



6

BUSINESS FINANCE





# BUSINESS PORTFOLIO

*This is a high-level summary of key roles to demonstrate the areas of competence of Jonathan Snow.*

BMW SA | SUPPLY CHAIN OPTIMIZATION

1

TURBOVENT | BUSINESS MANAGEMENT

2

Louw | BUSINESS FINANCING

3

Revov Batteries | NATIONAL SALES DEVELOPMENT

4

STELLANTIS SA | IAM BUSINESS DEVELOPMENT

5

# 1 BMW SA | SUPPLY CHAIN OPTIMIZATION

**Summary:** In 2021, a strategic investigation into the potential for outsourcing the South African PDC was initiated. Following this, BMW made the assertive decision to first streamline their operations through a comprehensive optimization of the after-sales parts supply chain.

## **Prime Initiatives:**

- Optimizing PDC Inventory
- Enhancing PDC Warehouse Processes
- Streamlining Warehouse Layout and Space
- Deploying Local Distribution Centres in KZN and W. Cape
- Executing three-daily delivery runs to Dealers
- Trimming Dealer Inventory while boosting availability
- Instituting Dealer Process Enhancement in Parts and Service

**Industry Recognition:** Awarded the Logistics Achiever Gold Awards in 2017.  
Awarded the BMW Platinum Award.

- **Inventory Optimization**
- **Lean Process Design**
- **Project Management**
- **Team Management**
- **Process Re-engineering**

# 2 TURBOVENT | BUSINESS MANAGEMENT

**Summary:** Initially appointed as the Business Development Manager of this National Distributor of Air Conditioning products. Jonathan was promoted to the Managing Director, in this role, he successfully grew and ultimately sold the business to **Beijer Ref** (a worldwide group with annual sales approximately SEK 32.150M).

## **Prime Initiatives:**

- Business Restructuring
- Supplier Negotiation with Global Partners in China, USA, Europe and Australia
- Brand Development and National Sales and Marketing
- Dealer Network Development
- Manufacturing Cost Reduction in Local Facilities

- **Managing Director**
- **Dealer Network Management**
- **Annual Financial Reporting**
- **Global Supplier Contract Negotiation**
- **Sale of Business**

# 3 LOUW | BUSINESS FINANCING

**Summary:** Jonathan was brought in to Louw as a business development manager to identify companies in need of funding. Working with business owners financing arrangements using private equity investors were negotiated and executed.

## **Prime Role:**

- Identification and on-boarding of target business opportunities
- Financial Contract Negotiation
- Investor Relations
- Due-diligence
- Financial Project Management

- **Private Equity**
- **Financing**  
**Agreements**
- **Company Due**  
**Diligence**
- **Ensuring the short-**  
**term delivery of**  
**Investor Returns**

# 4 Revov Batteries | SALES MANAGEMENT

**Summary:** Appointed in 2019 to develop a sales channel for this Lithium Iron Battery Company. Jonathan grew the sales of this company from approximately R4 million to in excess of R200 million per annum in a space of 3-years.

## **Primary Activities:**

- Key sales account recruitment and management.
- Hiring and training a successful sales team.
- Establishment of Sales Branches in Western Cape and KZN.
- Participation in Marketing and Branding development of the product.
- Conducting technical and sales training presentations on Lithium Iron Technology.
- Development of Large Capacity Battery Projects.
- Appointment and negotiation of key Export Customers in Namibia, Botswana and Zimbabwe.

- **Sales Management**
- **SA Installer**
- Network**
- **Management of**
- Country**
- Distributors**
- **Entrepreneurship**

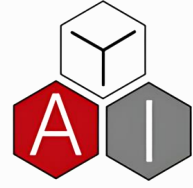
# 5 Stellantis SA | IAM Business Development

Jonathan was assigned the role of IAM development in 2022, under the direction of the Aftersales Director, with a focus on the South African market within the MEA region. The initial phase involved comprehensive market research and analysis of the independent parts aftermarket landscape. In 2024, the project was transferred to a newly established business unit within Stellantis SA, tasked with implementing the strategic plan and maximizing sales potential, Jonathan maintains an ongoing consulting role to the business unit.

## **Primary Duties:**

- Routine feedback to the MEA region on the project progress.
- Market potential calculations.
- South African Parts Range Requirements for all-makes of vehicles.
- Identification of a strategy to meet the growth requirements for the region in IAM parts sales in line with the Stellantis vision for Distrigo and Eurorepar Car Service Centres in South Africa.

- **Business Feasibility Studies**
- **Network Development Strategy**
- **Change Management**



# AMPLE IDEAS

## ▶ ABOUT

- **Founded in 2010**
- **Field of work: Management Consulting Services**
- **BEE: Level 4**
- **100% Owned by Jonathan Snow**

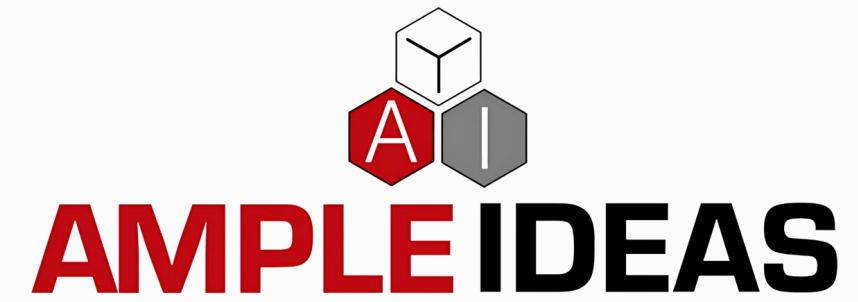
## ▶ VISION

**Our mission is to equip our clients with bespoke strategies and insights, guiding them towards successful market navigation.**

**By cultivating robust alliances and employing sector-specific knowledge, we aim to surpass client anticipations for enduring growth and prosperity.**

**Our guiding principles encompass perpetual enhancement, ethical conduct, and an unwavering dedication to business supremacy.**





## ▶ OUR CONTACT



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