

CURRICULUM VITAE

CHRISTOPHER NORTON

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1 PERSONAL DETAILS

NAME : CHRISTOPHER GERARD NORTON

DATE OF BIRTH : 22 June 1973

NATIONALITY : South African

ADDRESS : 6 Woltemade Street
Stellenbosch
7600

TELEPHONE : 082 336 3772 (Cell)
(021) 883 9733 (H)

MARITAL STATUS : Married

DEPENDENTS : Three

HOME LANGUAGE : English

OTHER LANGUAGES : Afrikaans
Xhosa
Zulu

DRIVER'S LICENCE : Code 08

2 **SECONDARY EDUCATION**

2.1 **St Andrews College, Grahamstown, 1986-1990**

1st Class Matriculation, 1990
Chairman of Debating Society
First XV Rugby
Rugby Colours
E.P. Swimming (Trials)

3 **TERTIARY EDUCATION**

3.1 **Stellenbosch University**

Bachelor of Arts Degree, 1991 - 1993
Bachelor of Arts, Honours Degree (History), 1994

3.2 **Advertising Academy**

Advanced Advertising Academy Diploma in Marketing and Advertising -
February 1995

3.3 **Oxford University, United Kingdom**

Degree in Social Science October 1995 - June 1996
Obtained a Blue for rugby

3.4 **Sport**

Stellenbosch U19 A1 (Winners of the U21 league)
Stellenbosch U20 A1 (Winners of Hedley Atkins Trophy)
Stellenbosch U20 South African Universities Tournament
Western Province U20
Western Province U21
Stellenbosch 1st XV (Captain)
Stellenbosch 1st XV (Winners of League Trophy)
Oxford 1st XV (Rugby Blue)
Oxford Club Man of the Year Award - 1996
Coach of the winning Oxford W.R.F.C. (Woman's RFC)
First Team Club Rugby - Stellenbosch
Played in the winning Stellenbosch team - M-Net Supersport Club
Championships 1997 & 1998
Stellenbosch Club Man of The Year 2002

3.5 **Provincial Colours**

Western Province Rugby Colours
Represented Western Province in the Vodacom Cup Competition
Captained Western Province Presidents XV

3.6 **Extra-mural activities**

Mountain Biking
Cricket
Music

Deep Sea Fishing
Travelling

4 **WORK RELATED EXPERIENCE**

4.1 Investec Bank Limited as a broker consultant as from January 1997 to July 1998.

4.2 **Areas of responsibility**

4.2.1 Manage 100 brokers and their various portfolios;

4.2.2 Co-ordinate operations with the Head Office of Investec in Johannesburg so as to regulate client's portfolios;

4.2.3 Marketing of existing Investec products;

4.2.4 Client Development

5. Dockside Internet employed from July 1998 until February 2001

5.2 **Areas of responsibility**

5.2.1 Sales & Marketing Client Development

6. Medscheme Medical Administrators employed from March 2001 until May 2015

6.1 **Areas of responsibility**

- 6.1.1 Sales and Marketing – National Sales Manger Managing 35 staff
- 6.1.2 Managing over 2000 brokers and their portfolios
- 6.1.3 Overseeing the administration of corporates and members accounts
- 6.1.4 Client retention initiatives
- 6.1.5 Setting and achieving monthly targets

6.2 Awards

- 6.2.1 Manager of the year 2002
- 6.2.2 Manager of the year 2005
- 6.2.3 Medscheme top achiever 2008