



Pareto

Management Services

Unlocking Value



PARETO MANAGEMENT SERVICES

COMPANY PROFILE

UNLOCKING VALUE

ABOUT US

Pareto Management Services is a boutique management services firm providing tailor-made sales representation, marketing and advertising as well as public relations representation services. We represent our clients to both the private and public sectors as well as private individuals.

We have a strong dedicated team of professionals in sales and marketing, advertising and public relations with extensive knowledge and experience of the local Southern Africa, East Africa as well as West Africa business and trading environments. We are fully mindful that our clients need a highly talented and dedicated team in order to adapt to the rapidly changing global business environment.

Our Vision

- Creating prosperity through partnerships with passionate people.

Our Mission

- To continuously unlock value for our stakeholders.

Our Core Values are:

- **Integrity**-We are fair, frank and upright in all we do.
- **Respect**-We sincerely value people and fully embrace our diversity.
- **Productivity**-We always go all-out to add value over time.
- **Creativity**-We dream big and create things we imagine.

Our Services

We offer an extensive suite of management services that we have packaged as follows:

1. Sales Representation Management
2. Marketing Management
3. Project Management
4. Financial Management



Sales Representation Management

Pareto provides direct sales representation and key account management services throughout South Africa across all market segments. We strive to work with all key contacts at a multi-relationship level, thus enhancing deal closing opportunities for our clients.

We have a highly talented team of sales professionals and key accounts managers with vast experience in the private and public sectors with an active and strong network of clients that will make a difference to your organisation through the following:

- Implementation of direct sales strategies, fostering long term relationships with key clients.
- Assistance with contract negotiations, preparations and submissions.
- Assistance with RFP preparations and submission as well as government tenders.
- Attendance and participation at key targeted South Africa, regional and international trade events.
- Innovative sales calls and promotions as well as incentive campaigns to all major clients.
- We provide robust and easy to use customer relationship management systems (CRM-Systems)
- We also offer intensive sales team training and performance coaching programmes..
- Pareto offers simple and proven strategies to capture the emerging Southern Africa, East and West Africa markets through attendance and participation at key targeted trade shows, seminars and exhibitions across the continent.

Marketing Management



We are able to tailor-make marketing programs based on individual requirements. Our innovative marketing strategies and tactics across both traditional and digital distribution channels ensure long-term revenue growth. We provide you the linkages to the right buyers of your products and services through the following:

- We offer an intensive strategic marketing assessment and planning with the client.
- Preparation of detailed marketing plans and market segment analysis and re-alignment to higher yield markets where required.
- Effective marketing department administration to ensure that all activities are conducted on time, within budget and to the highest standards.
- Production of all high quality collateral including sales brochures, stationery, advertisements, signage and sales and public relations support materials.
- Creating and implementing successful public relations, communication strategies and retail promotional opportunities to deliver optimum results through effective media exposure.
- Our team of experienced media consultants will arrange and manage professional and successful media familiarisation and media tours, providing comprehensive follow-up to coverage and publication.

Financial Management

We Pareto financial management services has a team of capable experts with vast expertise and industry experience in financial management, accounting, bookkeeping, auditing, taxation, payroll, management consulting and investment management. We offer a diverse bouquet of services for individuals, small and large corporate clients, public sector institutions as well as non-profit organizations

We are a solutions driven organization dedicated to providing all our clients with insightful, practical financial management solutions in the following areas:

- Accounting, Bookkeeping and management reporting services
- Debt Management and Collections
- Procurement and Logistics
- Taxation Services
- Payroll Services
- Company registrations and secretarial services
- Sage Pastel Accounting
- Company Valuations and Investments
- BBBEE Consultations

Project Management

Pareto project management services offers a one-stop shop solution for all your project management needs. We have a team of highly experienced professionals that provide project management consulting, project management training and project management office services.

We provide our services to various small and large firms in the following sectors; Information Communication Technology (ICT), Consulting Engineering, Architectural Design, Construction Management, Tourism and Hospitality, Agriculture and Mining.

In addition we have a dedicated team that offer services to various public sector institutions as well non-governmental organizations through assisting in project management and grant disbursements management as well as providing project monitoring and evaluation services.

- **Project Management Consulting:** The foundation of our project management consulting service platform is our certified project management team who have vast experiences in handling small to large size projects alike across all economic sectors. We assist organizations in bridging the gap between organizational strategic intent and project management goals through the following:
 - Full project management services.
 - Monitoring and Controlling project work
 - Feasibility studies and research
 - Post project evaluation and audit
- **Project Management Office Services:** Our Project Management Office (PMO) services are designed to provide you with the necessary experience, advice and tools for every step of your PMO development ensuring your PMO is delivering maximum value through the following:
 - Setting up and mobilization of your PMO
 - Ensuring the PMO is aligned to organization's strategic expectations.
 - Providing tools and support for increasing efficiencies and resource optimization
 - Providing processes and mechanisms for risk management
 - Management of service level agreements
- **Project Management Training:** Pareto provides training, seminars and workshops to individuals aspiring to venture into full-time project management or just to study project management and write certification exams. We have partnered with certified institutions that provide certified lecturers who have proven track-records in project management.

Our Clients



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