



BARBARA HENSILWOOD

Strategic Sales and Client Relations Manager

Qualification: National Diploma in HR Management

Nationality: South African

Language Skills

Competency scale (5=excellent; 1=beginner)	Reading	Speaking	Writing
English (1 st language)	5	5	5
Afrikaans (2 nd language)	4	2	3

Education

Tertiary	Degree(s) or Diploma(s) obtained:
Global Business Solutions (2006)	National Diploma in Labour Law
APSO (2003)	AIPSC Certificate
Cape Technikon (2000)	Diploma in Industrial Relations
Cape Technikon (1990 – 1995)	National Diploma in HR Management

Executive Summary

Barbara has extensive experience in Client Relationship management which allows her to perform the necessary diagnostics within an organisation and match the requirements of the organisation with the services provided by Global Business Solutions. She is passionate about brilliance in Human Resources, in the altruistic side of the recruitment process, specialises in talent management and acquisition and has more than 15 years' experience in this field.

Membership of Professional Bodies

- Member of Business Women's Association

Professional Experience

(Date from – date to)	Position	Company
2014 - to date	Strategic Sales and Client Relations Manager	Global Business Solutions, Cape Town
1999 - 2014	Client Relations Manager	Drake International, Cape Town
1998 - 1999	HR Consultant	Truworths, Cape Town
1997 - 1998	Recruitment Consultant	Kelly, Cape Town
1990 - 1997	Executive Assistant to Regional Manager	Sanlam, Cape Town

Achievements

(Date from – date to)	Project/Position	Description
2008	Qualified as a member of Drake International's 100 Percent Club and attended the International Conference in Moscow, Russia	100 Percent Club is by invitation of the Chairman. It is a gathering of the top 30 Achievers within Drake International worldwide. Barbara was selected to attend as one of the Top Client Relationship Managers based on the revenue generated through client relationships.