Stewart Flack

Consultant · MBA (Oxford Brookes)

Strategy. Sales. Setup AI.

PHONE 060 604 9249 EMAIL info@stewartflack.co.za LOCATION Durban, KwaZulu-Natal

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15+
Years in motor retail, since 2011

Multi-franchise
Leadership across Hyundai, Ford, Kia, Tata, Mitsubishi and Renault

MBA
Global MBA, Oxford Brookes University, 2021

Multiple
Dealer of the Year and Runner-Up awards

Profile

Durban-based consultant who helps business owners improve how they sell, how they lead, and how the work actually gets done. MBA-qualified (Global MBA, Oxford Brookes University, 2021), with fifteen years in KwaZulu-Natal motor retail, from New Vehicle Sales Executive in 2011 through Dealer Principal and Regional General Manager. Highly motivated, results-driven and focused, with strong skills in sales and marketing, staff training, strategic planning and process management. A skilled problem-solver with sound administrative skills and notable leadership and management ability.

Key skills

Leadership

- Leadership
- Team motivation
- Staff training
- Hiring staff
- Sales team management
- Team player

Sales and customer

- Retail sales
- Prospecting
- Customer relationship management
- Complaints management

Operations and strategy

- Strategic thinking
- Analytical thinking
- Lateral thinking
- Process management
- Stock control

PC skills

- Word
- Excel
- PowerPoint
- Internet and email

Career progression

From New Vehicle Sales Executive to Regional General Manager: 15 years in motor retail.

2011–2015	New Vehicle Sales Executive	Hyundai Pinetown
2015–2016	New Vehicle Sales Manager	Hyundai Pinetown
2016–2022	Senior Sales Manager	Hyundai Hillcrest
2022–2023	Branch Manager	Hyundai Hillcrest
2023–2024	Dealer Principal	Hyundai Hillcrest; Durban Central
2024–2025	Dealer Principal	NMI Ford Pinetown
2025–2026	Dealer Principal	Kia South Africa, Umhlanga
2026	Regional General Manager	Motus IMF KwaZulu-Natal · to Nov 2026

Now: consultant in Durban. Strategy. Sales. Setup AI. Full dates overleaf.

Stewart Flack

Curriculum vitae

Work experience

Motus IMF KwaZulu-Natal

October 2025 – November 2026

July 2026 – November 2026	**Regional General Manager**
October 2025 – July 2026	**Dealer Principal** Kia South Africa, Umhlanga

NMI Ford Pinetown

March 2024 – September 2025

March 2024 – September 2025	**Dealer Principal**

Motus | Hyundai Automotive South Africa

2011 – March 2024

October 2023 – March 2024	**Dealer Principal** Hyundai Durban Central and Hyundai Hillcrest
May 2023 – October 2023	**Dealer Principal** Hyundai Hillcrest
March 2022 – May 2023	**Branch Manager** Hyundai Hillcrest
February 2016 – March 2022	**Senior Sales Manager** Hyundai Hillcrest
July 2015 – February 2016	**New Vehicle Sales Manager** Hyundai Pinetown
August 2011 – July 2015	**New Vehicle Sales Executive** Hyundai Pinetown

Cellucity Vodacom

August 2010 – August 2011

August 2010 – August 2011	**Sales Consultant**

Education

2017 – 2021

Global Master of Business Administration

Oxford Brookes University (UK)

Ranked in the top 10 of the QS Distance Online MBA Rankings in 2017.

2012 – 2016

Bachelor of Business Administration

Southern Business School

2007

Matric

Glenwood High School

Personal details

DRIVER'S LICENCE

Code 8

LANGUAGES

English

References

Available on request