



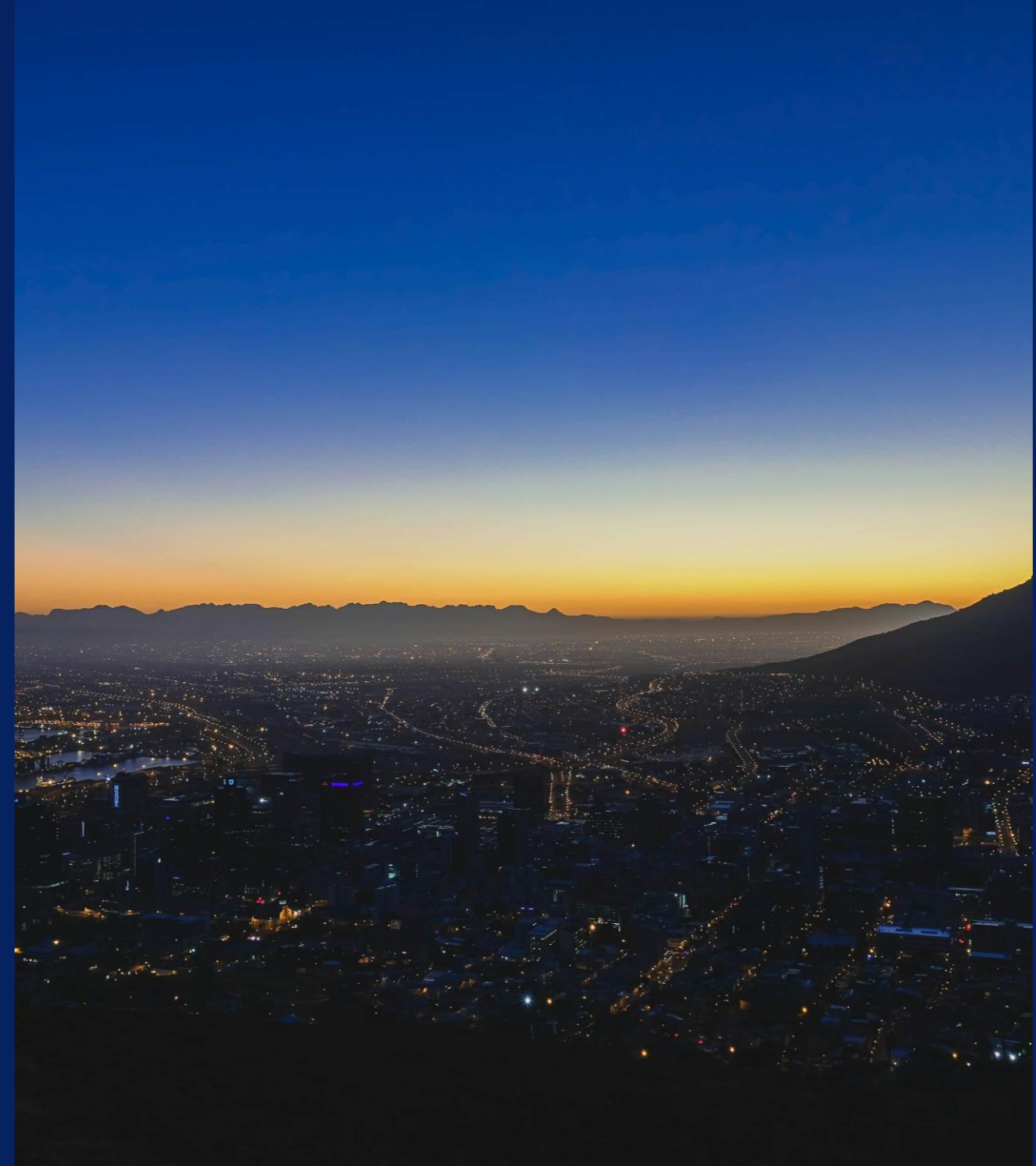
Gauteng Petroleum Licensing Awareness

Campaign Workshop

Engen Retail Department

07 March 2025

• Engen is part of the Vivo Energy group





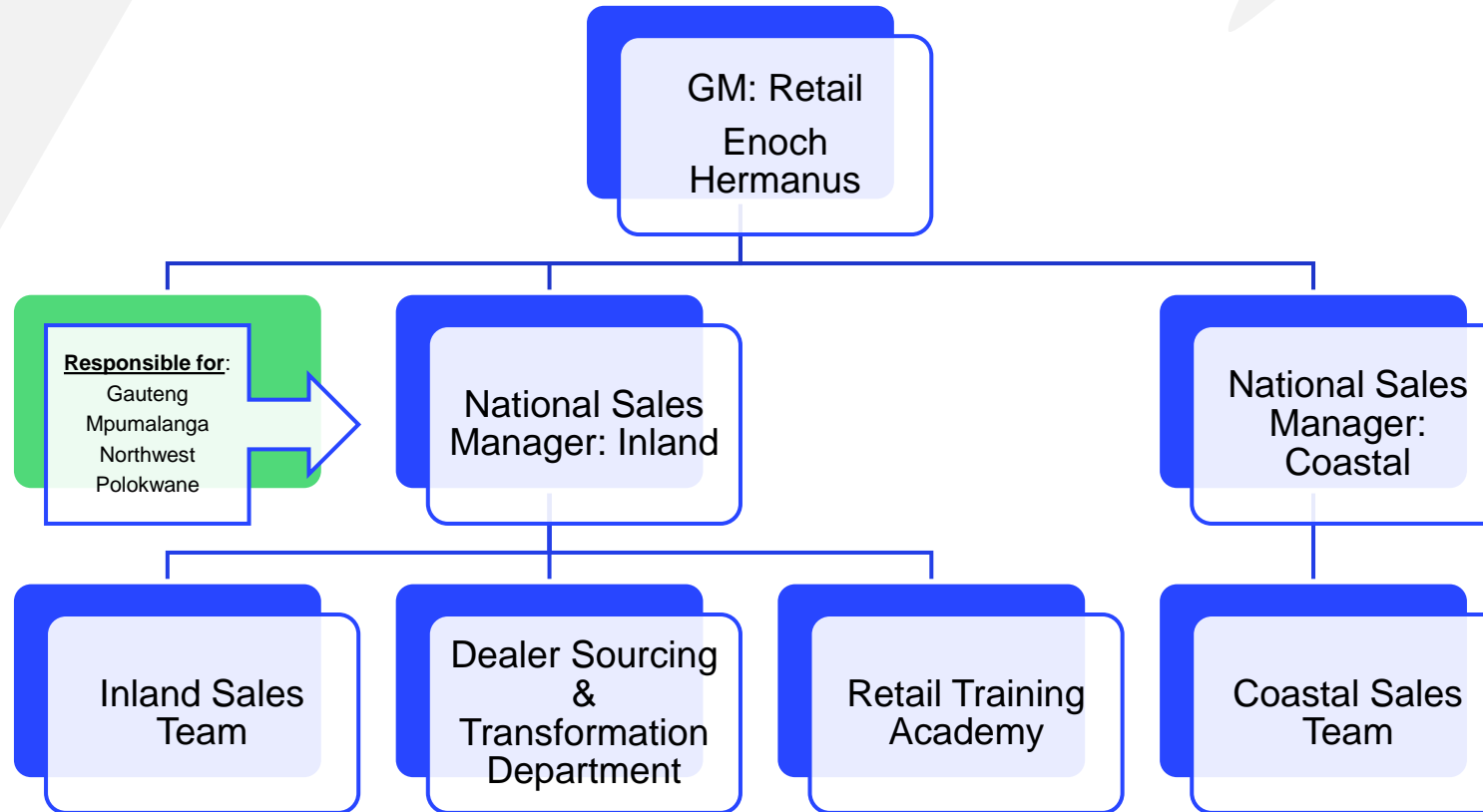
**Success usually comes
to those who are too
busy to be looking for it.**

Yandisa Potwana

Dealer Sourcing & Transformation Manager



Retail Department Organogram



Note:

The Dealer Sourcing & Transformation and Retail Training Academy are National portfolios that includes all the provinces

Key Areas



Engen Dealer Recruitment

- Engen sources Dealers for our retail network through digital platforms.
- We pride ourselves by adhering to a comprehensive process, by sourcing Dealers that are operationally disciplined.
- Ensures good Dealer calibre guaranteeing accelerated business growth.
- Entrepreneurs that live our Engen brand.



New To Industry Support

- Provide ongoing support to newly appointed Dealers post appointment
- Assistance through understanding the DMRE retail license application process.
- Support through engagements with Financial Institutions.
- Enabling a 'buddy' system partnering applicants with seasoned Dealers for mentoring



Financial Focus & Support

- Drive strong Financial Education and Administration amongst our Dealers.
- Identify Dealers that require support and provide training ensuring operational excellence.
- Provide Dealer Financial Relief options to ensure that Dealers and their businesses remain financially viable.



Transforming our Network

- Transformation remains our key strategic focus
- Our Dealer Recruitment Management process seeks ensure our strategic targets are met

Dealer Recruitment Focus



Our Success

- Building a pool of Dealers through identifying potential applicants in our process.
- Through our Digital Platforms we have created simple processes for easy access via online applications.



Challenges thus far

- Seeking to collaborate with key Stakeholders to unlock opportunities for Dealers.

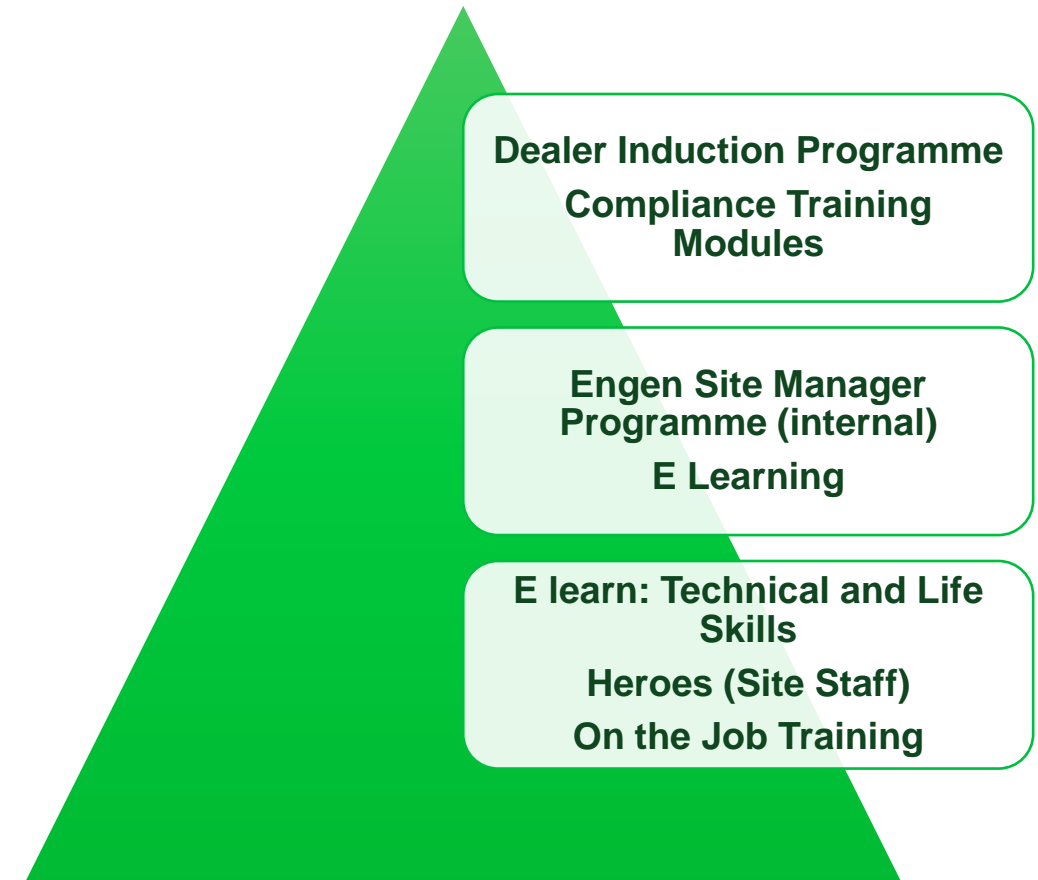


Going Forward

- Continue to drive Transformation as a key strategic pillar thus contributing to our Country's social and economic agenda



Dealer & Site Staff Focus





Thank you

