



INTERIM LEADERSHIP · BUSINESS TURNAROUND · COMMERCIAL GROWTH

From challenge **to a stronger tomorrow.**

Fix it. Build it. Exit.

Mokubung Consultants is a multi-divisional group that works with business owners and leadership teams to restore execution, improve profitability and build sustainable internal capability — then exits when the business is stronger.

www.mokubung-group.com



THE REALITY

Your business has potential.

But potential alone does not deliver results.

Many businesses have good products, established customers and opportunities for growth. Yet performance can stall when execution weakens, accountability becomes unclear or the owner becomes responsible for everything.

Sales are flat or declining

Commercial activity is not translating into the revenue or market growth the business needs.

Cash flow & profitability under pressure

Revenue, margins, costs and cash management need closer attention and commercial discipline.

The team is not executing

Priorities are unclear, responsibilities overlap and commitments are not consistently delivered.

The owner is stuck firefighting

Too much time is spent solving daily problems instead of building the business.

Mokubung's response: We identify the root causes, establish clear priorities and work alongside your team to implement the changes that matter.

WHAT WE DELIVER

Practical leadership. Measurable improvement.

Commercial Growth

Stronger sales execution, customer engagement, pipeline management and market development.

Aftermarket Performance

Improved parts, service, maintenance and recurring customer revenue from the installed base.

Cash & Profitability

Better financial visibility, margin management, pricing discipline and commercial decision-making.

Execution & Accountability

Clear ownership, measurable KPIs, management routines and stronger internal leadership.



THE MOKUBUNG DIFFERENCE

We do not simply advise.

We help implement.

Traditional consulting can identify what needs to change. The challenge is making that change happen consistently inside the business.

01 Experienced commercial & operational leadership

Intervention led at an experienced executive level, not junior consultants.

02 Focused improvement plan with defined priorities

A clear 90-Day Fix Plan and P&L; forecast from the diagnostic phase.

03 Hands-on implementation with the existing team

Typically 2–3 days per week inside the business, working alongside your people.

04 Clear responsibilities & performance measures

KPIs, dashboards and accountability structures that stick.

05 Systems & people capable of sustaining improvements

Capability transfer is built into every engagement.

06 A planned exit rather than permanent dependency

The consultant should not become a permanent fixture.

THE 12-MONTH MOKUBUNG MODEL

Diagnose. Implement. Exit.

A structured path from underperformance to independence. Scope and duration are agreed with each client.

MONTH 1

01 • Diagnose

Deep dive into sales, customers, market, parts, service, operations, people, cash flow and profitability. Deliverables: 90-Day Fix Plan and P&L; Forecast.

MONTHS 2–11

02 • Implement

Work inside the business 2–3 days per week as interim Business Development & Turnaround Director. Focus on execution, not another strategy document.

MONTH 12

03 • Exit

Transfer ownership: SOPs, dashboards, KPIs, management routines, trained people and an identified Strategy Owner. The business continues without Mokubung.

How we help businesses improve

Hands-on interim leadership across the commercial, operational and financial levers that drive SME performance.

Business Turnaround & Interim Leadership

For businesses that need experienced leadership to stabilise performance and improve execution.

- Business performance diagnosis
- Turnaround priorities and action planning
- Leadership and management alignment
- Implementation oversight & performance tracking

Sales & Commercial Growth

For businesses that need to improve revenue, customer coverage and commercial effectiveness.

- Sales strategy and execution
- Pipeline and opportunity management
- Customer segmentation and account planning
- Sales-team performance
- Market, dealer and distribution development

Parts, Service & Aftermarket Growth

Particularly relevant to equipment, industrial and distribution businesses.

- Aftermarket opportunity assessment
- Parts and service revenue development
- Customer retention and experience
- Installed-base and maintenance opportunities
- Coordination between sales, service and parts

Cash Flow & Profitability

For businesses that need better financial control and stronger commercial decision-making.

- Cash-flow visibility
- Revenue and margin analysis
- Pricing and commercial discipline
- Cost and performance reviews
- Management reporting

Operational Excellence & Accountability

For organisations where execution, ownership and management discipline need to improve.

- KPI development and performance dashboards
- Management meeting structures
- Responsibility mapping
- Process documentation and SOPs
- Leadership development

Strategy Implementation & Business Development

For businesses with growth ambitions that need practical execution.

- Strategic priorities and growth assessment
- Market expansion planning
- Partnership development
- Commercial initiative tracking
- Execution reviews

MULTI-DIVISIONAL GROUP

Mokubung Transport & Logistics

From Origin to Destination, Excellence Delivered.

A South African transport and logistics provider delivering reliable, secure and efficient road freight solutions across South Africa and beyond.

Direct Pickup From client to destination with no unnecessary transfers.

Secured Transit Real-time tracking and strict handling protocols.

No Overhandling Minimising handling points to reduce risk, delays and product damage.

Operating Area Based in Benoni, Gauteng · Nationwide and cross-border routes

Services: Freight Transport · Last Mile Delivery

LEADERSHIP

Experienced leadership. Focused execution. Sustainable results.



Griffiths Makgate DIRECTOR

Commercial & Operations Executive with more than 20 years of leadership experience across construction equipment, agricultural machinery, aftermarket services, industrial sectors and logistics — with experience across African markets.

Mokubung Consultants (Pty) Ltd is a multi-divisional interim leadership, business turnaround and logistics group focused on helping organisations improve performance and operate more effectively.

We believe that lasting improvement requires more than identifying problems. It requires clear priorities, committed leadership, practical implementation and systems that support consistent execution — whether in consulting engagements or in the reliable movement of goods.

Strategy creates direction. Execution creates results. Capability sustains them.



OUR VALUES

Integrity	Act professionally and put the business improvement mandate first.
Accountability	Establish clear ownership and take responsibility for execution.
Execution	Convert plans into practical action and measurable progress.
Collaboration	Work with the client's people rather than around them.
Sustainability	Build systems and capabilities that remain after the engagement ends.

WHY MOKUBUNG

A practical alternative to advisory-only consulting

Embedded Leadership

Direct involvement in agreed business priorities — inside the organisation, not from the sidelines.

Commercial Perspective

Focus on customers, sales, revenue, margins, aftermarket and growth.

Operational Discipline

Clear routines, measures, responsibilities and management systems.

Defined Methodology

Diagnose □ Implement □ Exit. A structured 12-month framework with a clear end point.

Capability Transfer

Build internal ownership rather than create dependency on the consultant.

Multi-Divisional Reach

Consulting excellence combined with practical transport & logistics capability under one group.



CONTACT

A stronger business starts with a conversation.

If your business is underperforming, struggling to execute or too dependent on you as the owner — or if you need reliable transport and logistics — Mokubung can help you establish a clear path forward.

DIRECTOR

Griffiths Makgate

MOBILE

+27 76 567 6815

EMAIL

Griffiths.Makgate@mokubung-group.com

OPERATIONS

ops@mokubung-group.com

WEB

www.mokubung-group.com

INDUSTRIES WHERE WE FOCUS

Particularly relevant to South African and African SMEs in equipment, distribution, industrial services and logistics environments.

Aftermarket Services · Equipment Distribution · Dealer Networks · Transport & Logistics · Owner-led SMEs

"Our job is not to give you another strategy document. Our job is to help you execute the strategy, build the capability and create measurable improvement."

— MOKUBUNG CONSULTANTS

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