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- Latoya Bester Mine Manager



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# Krosa Sand



## **About Latoya**

I have an innate ability to build a rapport with business partners and have well developed leadership skills. I am a creative, out-of-the box thinker with solutions orientated approach to problems. I am dynamic and easily embrace change. My focus is firmly set on building learning and development teams that adds value to overall business results.

#### **About The Role**

I am currently a Manager at Krosa Sand mine. My daily responsibilities include, managing the mine and production processes, manage work teams and reporting back to the DMR (Department of Mineral Resources) on current matters. I do formal reports to the DMR (Department of Mineral Resources) and top Management. Other duties include managing customer debtors accounts.

### **About The Company**

Krosa Sand mine was founded in 1983 and operates mainly from its own quarry. With our own fleet of vehicles we are able to deliver directly to your site. We provide sand and stone to the building and construction industry.

#### **Service Regions**

Pretoria and surrounding areas that include Pretoria, Centurion, Midrand, Cullinan, Rayton, Moloto, Hammanskraal, Soshanguve, ect

#### Why did you joing L2B?

We as a company have been on and off L2B the last few years. We have however realised that it is a valuable platform to connect with customers/contractors in the industry. Being more active on the site has had a positive impact on our business and if we continue to do so, it will help to grow our business.

#### How you use L2B?

At Krosa Sand we actively search and apply for tenders in and around the Pretoria area. We get a fair amount of requests for quotes in various areas due to contractors moving around with projects. We have found that our existing contractors remain loyal to us.

### **Recent Awards or Projects**

Since I have taken over the role of managing the L2B site we have had requests to quote on projects in the area. I have done follow ups on customers awaiting the final approvals of tenders. This ensures an ongoing flow in our pipeline of future confirmed contracts.