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Dear Hiring Manager,

I build and lead operating systems for hardware, IoT, and energy businesses where growth depends on the physical world working reliably: supply chains, manufacturers, field teams, deployments, customer operations, data systems, and the executive cadence around them.

At Plentify, I lead operations across distributed energy hardware at scale. I helped grow deployed hardware from hundreds to 15,000+ field units, managed a ~25,000-unit procurement programme through volatile demand without stockouts, and supported a ~12x throughput increase by pairing outsourced manufacturing with clearer planning and supplier control. I built production-planning and working-capital tools used for forecasting, debt-coverage views, and investor reporting, and redesigned fleet monitoring so one operator could review 15,000+ devices per day, up from about 2,500, with stronger automation and diagnostics. I also negotiated freight and manufacturing terms that improved landed cost and payment timing, and moved the Cape Town site from health-and-safety non-compliance to a compliant, improving programme.

Before Plentify, I was CEO of BridgIoT, where I built an IoT hardware and services business from the ground up: strategy, funding, product, engineering, customer delivery, and operating discipline. I deployed ~R15m in project funding, secured strategic investment from Macrocomm in municipal metering, and continued as Head of Engineering Services after Macrocomm absorbed BridgIoT into Livewire. With Shoprite CSI and partners, we delivered a potable-water monitoring programme across roughly 350 schools that contributed to about 720 million litres of water saved and about R52m in water savings realised. I also led TechITEZ, a Genric Insurance and BridgIoT venture that brought an IoT water-heater controller into the SafeHomes context for burst-risk reduction and utility savings.

That experience makes me useful in roles where strategy has to survive contact with operations. I am comfortable with board and investor conversations, but I also know how to get into the detail: supplier terms, inventory risk, field failure modes, monitoring workflows, analytics, safety, people capacity, and the internal tools that make decisions visible. I currently also serve as Product Owner at 3BO, an asset tracking and recovery platform, which keeps me close to product-market fit, QA, and delivery trade-offs.

I hold an MEng in Materials Science (Cum Laude) and a BEng in Mechanical Engineering from Stellenbosch University. That background helps me work credibly with engineering on design-for-manufacture, yield, and field reliability while still managing the commercial and operational cadence an executive role requires.

I would welcome a conversation about how I can help build, repair, or scale the operating system behind a serious hardware, energy, or technology business. Thank you for your consideration.

Sincerely,
Arno Scholtz