

**Arno Scholtz** Cape Town, South Africa scholtzap@gmail.com | +27 78 412 0030 Website:  
<https://www.scholtz.dpdns.org/> LinkedIn: <https://www.linkedin.com/in/apscholtz/>

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Dear Hiring Manager,

I am targeting **Head of Operations** or **Chief Operating Officer** roles where I can own supply chain, manufacturing partnerships, logistics, field deployment, and the systems that make scale predictable. My recent work is in distributed energy and IoT hardware, but the through-line is the same: turn complex physical operations into measurable throughput, working capital, and reliability.

At **Plentify**, I scaled deployed hardware from hundreds to **15,000+** field units, ran a **~25,000-unit** procurement programme without stockouts through volatile demand, and drove a **~12x** throughput increase in a high-growth phase by combining outsourced manufacturing with disciplined planning. I built an internal **production-planning and working-capital** application used for forecasting, debt-coverage views, and investor reporting, and I redesigned **fleet monitoring** so one operator could cover **15,000+ devices per day** (up from ~2,500) with stronger diagnostics and automation. Alongside execution, I negotiated international freight and manufacturing terms that materially improved landed cost and payment timing, and I brought a Cape Town site from **health-and-safety non-compliance** to a compliant, improving programme.

Earlier, as **CEO of BridgIoT**, I built an IoT hardware and services business end-to-end. I **deployed ~R15m in project funding; secured strategic investment from Macrocomm (municipal metering)**; Macrocomm later **absorbed BridgIoT into Livewire**, where I continued briefly as Head of Engineering Services. With **Shoprite CSI** and partners we ran a school **potable-water** programme across **~350 schools: ~720 million litres of water saved** and **~R52m in water savings realised**. As Managing Director of **TechITEZ** (Genric Insurance and BridgIoT), I helped bring an IoT **water-heater** controller to market through Genric **SafeHomes** for burst-risk reduction and utility savings. I also serve as **Product Owner** at **3BO** (asset tracking and recovery), 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 failure modes, while still managing the P&L and operational cadence executives expect.

I would welcome a conversation about how I can help **accelerate reliable scale** across operations, supply chain, manufacturing, and field execution. Thank you for your consideration.

Sincerely, Arno Scholtz

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### How to use this letter

- **ResumeLM**: The base resume in Postgres gets the same letter (as HTML) when you run ``python scripts/generate_resumelm_sql_patch.py`` and apply the generated SQL. Edit ``cover_letter_html()`` in that script to change what appears in the app, or mirror edits from this file. - **Tailoring**: For a specific posting, add the employer name and role title in the opening sentence (or after "Dear ...") so the letter reads clearly one-to-one; the default opening is written to stand alone when you export a generic PDF. - For ATS-heavy portals, paste plain text (no markdown) and keep to one page. - Figures and claims align with the **ResumeLM base resume** and ``resumelm_canonical_bundle.json``.