

Arno Marx

arno.marx@duke.edu • (919) 672-2148 • Durham, NC

SUMMARY

MBA candidate at Duke's Fuqua School of Business with a background in law, business, and media. Skilled in strategic analysis, cross-functional collaboration, and evaluating growth opportunities. Passionate about driving innovation and long-term value through corporate development and technology

EDUCATION

DUKE UNIVERSITY, THE FUQUA SCHOOL OF BUSINESS

Durham, NC

Master of Business Administration Candidate Class of 2026

Expected May 2026

Merit Scholarship Recipient (\$40K)

- **1st Year Cabinet Member (DMCC, ETA, MES Clubs):** Lead the Duke Management Consulting Club newsletter for 100+ MBA students, organize ETA events connecting 50+ members with industry leaders, and directed a team of five in the UCLA Case Competition (Paramount Pictures), competing for a \$4,000 prize

UNIVERSITY OF SOUTHERN CALIFORNIA

Los Angeles, CA

Master of Laws (LLM)

UNIVERSITY OF SOUTH AFRICA

Pretoria, RSA

Bachelor of Laws (LLM)

TSHEWANE UNIVERSITY OF TECHNOLOGY

Pretoria, RSA

Master of Technology in Motion Picture Production

Bachelor of Technology in Film and Television Production

PROFESSIONAL EXPERIENCE

JPA VENTER ATTORNEYS

Pretoria, RSA

Attorney

Jan 2018 – Jun 2024

- Developed and executed legal frameworks for 15+ franchise agreements, driving 4% client revenue growth and ensuring compliance with regulatory standards
- Mitigated risks in 100+ legal documents, reducing client liability exposure by 85% and strengthening operational security
- Converted 75% of prospects into long-term clients by designing tailored legal strategies that aligned with corporate and commercial law needs
- Led and mentored cross-functional teams of three in managing 20+ high-stakes litigation cases, achieving a 100% success rate in meeting deadlines and securing favorable outcomes for clients

ARX FILMS

Johannesburg, RSA

Founder / Managing Director / Producer / Executive Producer

Jan 2021 – Dec 2023

- Produced and managed two short films, including one that premiered at the Oscar-qualifying Durban International Film Festival, securing \$30,000 in funding from the National Film and Video Foundation and private investors
- Directed a 60-member production team, overseeing budgeting, resource allocation, and stakeholder engagement to deliver projects 10% under budget and 15% ahead of schedule
- Designed and implemented an operational framework that reduced production delays by 20%, streamlined workflows, and improved cross-departmental collaboration
- Negotiated contracts with stakeholders, vendors, and talent, ensuring cost efficiency and fostering a collaborative environment that enhanced project outcomes

RINSA GROUP

Witbank, RSA

Director of Operations

Jan 2012 – Dec 2017

- Spearheaded a diversification strategy, acquiring 10 new franchise locations, increasing portfolio resilience by 30%, and generating \$500K in additional annual revenue
- Secured cost-saving agreements with gas, diesel, and food suppliers, reducing operating expenses by 10% while maintaining quality and service standards
- Drove operational improvements across 23 franchise locations, enhancing service efficiency by 15% and improving overall customer satisfaction
- Developed and implemented data-driven pricing strategies, leveraging sales data and competitive analysis to increase monthly revenue by 12%

ADDITIONAL INFORMATION

Volunteering: Team Lead for outreach program in Guatemala with World Help Organization (2022), distributed 500+ food parcels and assisted in building a family house

Languages: English (Native) and Afrikaans (Fluent) | **Software:** Proficient in Microsoft Word, Excel and PowerPoint

Interests: Avid traveler with a passion for exploring diverse cultures (visited 50 countries), wildlife photographer in Africa, and a dedicated film buff who enjoys studying the intersection of cinema and business