

Sales & Marketing and Customer Services oriented General Manager with the ability to question the status quo, develop new business models, convert these to strategic plans and doing what it takes to execute a tactical plan in an international environment.

History of success in the management and re-organization of companies, business units, subsidiaries and sales and marketing teams in IT OEM, IT Services, Telecommunication and System Integrators. A hands-on problem solver with a high rate of achievement and an appetite for new challenges. Specialized in organic and in-organic services growth strategies. Managed teams and sold large managed services projects in EMEA, APJ and LATAM.

Established own business in 2017 to provide interim management, business modelling consulting, sales coaching and training, services design and outsourcing assistance

Interim Assignments:

January 2016 – ongoing: Advisory Board Member at Janssens Group, Solutions 30 se

- CCO: Responsible for commercial activities in the Benelux, with a focus on Outsourcing and M&A tracks
- Sales Process improvements that lead to increased win-rate, better forecast visibility, and delivery of higher value solutions without increasing costs in the delivery organization

November 2016 – ongoing: Senior Executive Consultant at Solutions 30 Benelux

- Responsible for assisting with the setup of a Temporary Trade Partnership (JV)
- Development of a solution design strategy, documentation and a team that can support complex managed services solutions in IT workplace, POS & Kiosk, Telecom and Cloud, IoT with a focus on Energy, Security and eHealth.
- Initiated outsourced services projects with major Technology OEM and with a card acquirer. Deals include TUPE/ARD transfer of employees and assets.

Corporate Career Summary:

Januari 2004 – September 2015: VP Sales & Marketing T&T EMEA (Incl. APJ/CLA 2006/2007) NCR Corporation Ltd.

- Responsible for business unit T&T, focussed on Telecom and Technology OEM markets.
- Grew business YoY from €30m to €250 million and an operating margin of 40% by changing business model to focus on large managed services sales.
- Managed a go-to-market team of sales directors, sales managers and account managers (team of 150), professional services engineering (40 employees), Solution Design Architects (team of 10) and account service delivery managers (up to 15 persons).
- Closed major deals in Europe, Middle East, Asia Pacific, Japan and Latin America.

March 2006 – May 2015: Managing Director NCR Belgium & co/vof Dual role with the above

- Full P&L and legal responsibility as the statutory director for the Belgian and Luxembourg subsidiaries of NCR with 50 employees in services delivery, sales and general administration.

- Moved the company back to growth mode through strategic restructuring in service delivery organization and accelerated outsourcing of functions that did not deliver to the local company strategy.
- Grew revenue from €4m to €17 million and operating margins from negative to 30%
- Chaired monthly workers council meetings and responsible for trade union relationships

**Januari 2001 – December 2003: Director Alliance Partners and Marketing
NCR Customer Services EMEA**

- Responsible for the relationship with NCR's technology ECO partner alliances in EMEA
- Responsible for marketing plan and go-to-market strategy of services on non-NCR-branded products

**Februari 1999 – 2000: Sales Director Northern Europe
NCR Customer Services EMEA**

- P&L responsibility for NCR's services sales with a team of 15 sales and 20 professional services FTE in the Netherlands, Belgium, Denmark, Norway, Sweden, Finland and the Baltic States.
- Headquartered from Amsterdam and residential periods in Oslo, Norway.

**Januari 1996 – Januari 1999: Managing Director ROE (Rest of Europe)
ILION Group plc, now part of Westcon Comstor Group**

- Full P&L responsible for the subsidiaries Netherlands, Belgium, Germany, Switzerland, Austria, Spain and Denmark.
- Headquartered from Brussels and during 2 year period residential from Düsseldorf, Germany.

**May 1995 – November 1995: Sales Manager Belgium & Luxembourg
AKAM Electronics Belgium, now part of Westcon Comstor Group**

- Full P&L responsibility for the distribution activities in Belgium and Luxembourg.

**June 1991 – March 1995: Managing Director
PEACOCK BeNeLux and France**

- Full P&L responsibility for subsidiaries of PC OEM manufacturer Peacock in the Netherlands Belgium, Luxembourg and France.
- Headquartered from Hilversum, The Netherlands

**1989 to 1995 – Managing Director and Owner
BNM Computer Solutions bvba, 1989 - 1994**

- BNM focused on software solutions for patient files for sports doctors and training institutions

1987 to 1991 – Independent physiotherapist and professional Atletes Coach

- Ran a revalidation centre in a small scale hospital in Herk de Stad. Employed 3 physiotherapists
- Affiliated with Dr. Y. Van Mol, Sportsdoctor for cycling teams Deltongo, now Etixx-Quickstep and specialized in cyclist training and revalidation.