



## Characteristics :

People management – Pragmatic – Integer – Perseverance – Enthuse & motivating a team – Open communication – Organized – Empathic – Analytic – Hands-on – Out of the box thinking.

## Skills :

Technical background - Expert Level Excel – Microsoft Dynamics – AS/400 – Mindmanager – CRM - ERP – Visio.

## Languages :

DUTCH	■	■	■	■	■	■	■
FRENCH	■	■	■	■	■	■	■
ENGLISH	■	■	■	■	■	■	■
GERMAN	■	■	■	■	■	■	■

## Education :

Engineer Automotive Technics – Postgraduate (Ichech – RU Gent)  
 -Management  
 -Logistics  
 -Quality management  
 -Marketing  
 Different specific training programs

Also available through management company  
 Owner of Log-0-Con



## Work Experience:

**Sales:** *Gilleman Logistics – 1 Yr – Director Operations, Logistics & Transports*

*Winning tender Mactac-Avery as European Distribution Centre*

*Bobcat – 1 Yr – Spare Parts Manager EMEA*

*Spare Parts Sales (B2B) EMEA – 6 FTE*

*DBP – 4 Yr – Managing Director*

*Winning leads @ Flemish editors (Free Record Shop-Gamemania-De Standaard Boekhandel-AMP-Distrimedia-Plus Logistics-FNAC-Club) + F1 customers (Colruyt-Carrefour-Auchan-Makro)*

*Finn-Power – 5 Yr – Managing Director*

*Developing Worldwide Spare Parts Pricing Program – Managing Telesales and Field sales (Worldwide) – Leading Marketing & promotional campaigns*

*Vega – 10 Yr – Adjunct General Manager*

*Managing national Sales team (11 FTE) – Product sales & Project sales. Strong marketing driven approach. Best in class in Vega ww network (market share).*

*Scaldia Volga – 7 Yr – Spare Parts Supply Chain Manager*

*Managing national Sales team (8 FTE) – OEM Parts & Accessories – Leading Marketing & Promotional campaigns*

*Opel local dealer – 10 Yr*

*Showroom sales (B2C)*

**Finance:** *DBP – 4 Yr*

*P&L responsible for all activities (Warehousing-Distribution-Transport)*

*Finn-Power – 5 Yr*

*P&L responsible for all activities. Leading Working Capital Project (stock & supply chain optimization)*

*Vega – 10 Yr*

*P&L responsible for all activities*

## Supply Chain:

*Gilleman Logistics – 1 Yr*

*As 3 PL optimizing supply chain process for Mactac-Avery as European Distribution Centre*

*Bobcat – 1 Yr*

*Multisite SP optimization (Belgium – Germany – Dubai)*

*DBP – 4 Yr*

*Track & trace – Distribution network optimization – Implementing Reverse Logistics*

*Finn-Power – 5 Yr*

*Procurement & Supply Chain Management (3 FTE) for production and after sales.*

*Scaldia Volga – 7 Yr*

*Managing Purchase dept (6FTE) - (European DC Lada)*

## Production:

*Finn-Power – 5 Yr*

*Assembling Sheet Metal Machinery (high end). Tailor-made machines. R&D development.*

*Vega – 10 Yr*

*Developing tailor-made software applications. Assembling Quality Control on Line Machinery. On-site installation & testing. R&D development.*

## ICT:

*DBP – 4 Yr*

*Leading project implementing TMC + ERP*

*Finn-Power – 5 Yr*

*Participating international ERP implementation project (Dynamics AX)*

*Vega – 10 Yr*

*Leading project implementing CRM (Topvis) – Leading project implementing ERP (Ippac400)*

## General Management:

*DBP – 4 Yr*

*Operations, ICT, Logistics, Administration, HR, Commercial,*

*Finn-Power – 5 Yr*

*Operations, Production, R&D, ICT, Logistics, Administration, Commercial, Finance*

*Vega – 10 Yr*

*Operations, Production, ICT, R&D, Logistics, Administration, Sales, Finance*

## Realizations Professional Career:

- 12/2017 – actual**      **Consultancy for Startup Cozie (Engie)**
- 11/2016 – 12/2017**      **TDL Group – Fresh Logistics – Cardon Logistique – Projects**  
- managing sites specialized in fresh logistics (food)/chilled and frozen  
- take over Bakker Logistics Belgium –implementing new organization  
- Implementing tender offer for distribution of frozen goods (Croustico)
- 01/2017 – actual:**      **Zaakvoerder Log-O-Con**  
- Consultancy in Logistics and General Management
- 06/2015 – 10/2016:**      **Gilleman Logistics – Director Operations, Logistics & Transports**  
- switch customer driven organization to generic  
- Prepare, calculate and negotiate quotation for strategic tender  
- Winning and implementing tender (European Distribution Centre Mactac/Avery)
- 09/2014 – 06/2015:**      **Bobcat/Doosan – Spare Parts Manager EMEA**  
- managing 3 PL activities (Belgium – Germany – Dubai)  
- Implementing SLA & KPI monitoring  
- preparing project Branding & Pricing Policy
- 06/2010 – 07/2014:**      **Distribution Books & Paper – Managing Director**  
- re-engineering distribution network & operations  
- Implementing SLA & KPI monitoring  
- winning strategic important leads (development on Flanders area)  
- preparing organization for GDP (Pharmaceutic)  
- Due Diligence
- 07/2005 – 05/2010:**      **Finn-Power OY – Managing Director Logistics Centre**  
- leading pricing project (consumable spare parts worldwide)  
- Implementing SLA & KPI monitoring (production)  
- leading working capital project (procurement & supply chain)  
- achieving specific ruling with Belgian authorities (EBITDA)  
- Developing Exchange Parts System  
- ...
- 06/1994 – 06/2005:**      **Vega – Adjunct General Manager**  
- implementing Quality System (ISO 9001)  
- implementing matrix organization  
- re-engineering sales and marketing setup  
- ERP – CRM project  
- Managing different techno-commercial projects (project sales)  
- ...
- 01/1993 – 06/1994:**      **Otto Wolff – Logistics Manager**  
- implementing distribution setup for Benelux  
- Reducing drastically overwork by optimizing flow and organization  
- Optimizing Supply Chain (improve stock rotation)
- 02/1987 – 12/1992:**      **Scaldia Volga – Spare Parts Supply Chain Manager**  
- Leading automation program in warehousing  
- developing marketing and sales program for OEM parts and accessories  
- Service improvement program for DC Europe  
- ERP – CRM project  
- ...
- 10/1985 – 02/1987:**      **Distrimotor – Technical Coordinator**  
- Startup dealer networking (after sales)  
- ERP – CRM project