

Résumé

General data:

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Date of birth: July 6th, 1961 Place of birth: Oss - NL.
Nationality: Dutch. Civil status: Single, 3 children.
Languages: Dutch, English, German and French fluently spoken and written.
IT-Knowledge: MS-Office, Internet/E-Mail, Windows, Tools in databases and calculations.



Working experience:

May 2013 up to present

Start-up as self-employed professional in technical commercial representation as well as contracts- & claims management.

Sept. 2005 up to May 2013

International Sales Manager at Stork Turbo Service, Netherlands and Germany.

- *STS is an independent supplier of field- and component services for operators of steam turbines, compressors and gas turbines –*

Main activities in this position:

- Introducing portfolio of services in the Spanish, UK and Belgium market;
- Re-positioning in market of Business Unit Trading (surplus equipment);
- Managing complex contracts with demanding clients in the Middle-East;
- Marketing after sales support at the international operators of Stork-Werkspoor gas- and steam turbines turbine installations;
- Establishing multi-year contract for full service, parts supply and call-out for installed turbine sets at AVR Duiven and Rotterdam;
- Introducing STS to industrial clients in the Benelux and Scandinavia.

Sept. 2002 – July 2005

Area Sales Manager at Sulzer Elbar B.V., Lomm-The Netherlands.

- *Elbar is an independent supplier of specialized component repairs and field services for operators of gas turbines, steam turbines and compressors -*

Main activities in this position:

- Key-account management of client base in Saudi-Arabia and France
- Technical support to operators in the sales area;
- Assisting in ongoing contracts and proposals

Jan. 1998 – Aug. 2002

Director Sales & Marketing at Flender-Graffenstaden S.A., Illkirch-France.

- *Flender-Graffenstaden is a manufacturer of industrial high-speed gear units for application in power generation and compressor installations -*

Main activities in this position:

- Defining of market position and deriving options for future development;
- Achieve targets for order intake with additional products and reinforced activities in the markets of the US and Asia;
- Maintaining profit margins by balancing the efforts on the different product groups;

- Up-positioning of Flender-Graffenstaden in its market with respect to volume, quality and technology;
- Setting up of the support organization for customer contacts;
- Optimization of processes for quotations and order processing.

May 1988 - Dec. 1997

Employed at A. Friedr. Flender GmbH, Bocholt – Germany in different positions.

- *Flender is a manufacturer of wide range of power transmission components, such as coupling, gear units and electric motors/generators-*

Main activities as Regional Manager for the South of Europe:

- Initiation and follow-up of sales activities in France, Switzerland, Austria, Italy, Spain and Portugal for the main production sites;
- Organizational handholding of the local sales subsidiaries and representations;
- Support during the introduction of a new uniform company software in the European sales offices.

As assistant of the director Europe at Flender, Bocholt-Germany:

- Introduction of a new generation gear units into the European market;
- Support of new business activities in Europe;
- Supporting selected subsidiaries in Europe;
- Structuring and preparing for the ISO 9000 qualification of the export departments within Flender, Bocholt.

During a 3 month stay in Helsinki, Finland to support the newly started local Flender sales office:

- Training sales staff;
- General organizational, technical and commercial support;
- Start-up of warehouse for „just in time" delivery of a key-account.

As “Technischer Länderreferent” for the Netherlands and Spain at Flender, Bocholt-Germany:

- Technical and commercial support of the local organizations from Bocholt-D;
- Reception and accompanying of business contacts during visits to Bocholt.

Jan. 1986 - April 1988

R&D Engineer at Hessels & Van Rooij Engineering in Valkenswaard-NL.

Main activity in this position:

- Preparation for sales of a computer program resulted from the master thesis.

Aug. - Nov. 1984

Practical work at the R&D department of Hagglunds-Denison in Vierzon-France.

- *Hagglunds-Denison is a manufactures of hydraulic pumps –*

1977-1983:

Different summer jobs in repair- and maintenance in companies active in mechanical engineering.

Education:

1989 - today: Different in-house and external seminars in presentation-, sales- and negotiating skills as well in legal items and general business administration;

1989 ISW-seminar: Industrial Marketing and Sales;

1983 - 1985: Technical University Eindhoven-NL, Department „Development and design", Section „Power Transmission" - Master Degree under supervision of Prof. Schlösser;

1979 - 1983: Technical University Eindhoven-NL, Division Mechanical Engineering - Bachelors Degree;

1973 - 1979: Maasland College, Oss-NL - Atheneum B.