



imJoris.

managing your

company . customers . challenges

Expertise

- Senior executive management level
- P & L responsibility
- Commercial strategy
- Change manager

Joris is happy to be asked for

- Making companies more effective
- Fulfilling line management positions that cannot be filled in (temporarily). For example, in case of sabbatical leave, long-term absenteeism, conflict or crisis situations.

Typical Joris

- Natural leadership
- Act as an entrepreneur
- Commercial and networker
- No nonsense and result-oriented
- Dynamic, enthusiastic and positive
- Spontaneous personality

Specialty

- Building materials industry and trade
- International Groups and mid-sized enterprises (SMEs + companies)

Languages

- Dutch (mother tongue)
- English (fluent)
- German (good)

"It was a pleasure to work with Joris as a professional. His experience and thorough analytical approach of complicated questions has been essential for finding the right argumentation and best solutions for the challenges we had the last years. The original and sometimes surprising way of presenting cases proved to be effective in getting 'the message' across to others." – Jan-Dirk Heesbeen, Marketing manager SG API

Interim manager Joris

Cultivating decisive organisations with committed employees.

I bring entrepreneurship to organizations with the vision that every employee in the company is a salesperson. If you use the talents & qualities of employees, then you automatically get involved employees who are more productive and who like to take a step extra for the customer.

My approach leads to higher customer satisfaction, more profit and with entrepreneurial employees the organization becomes decisive and future-proof. By nature, I am always looking for opportunities, look outside the industry and can translate innovative ideas into value for the customer. In addition, I like to sharpen the operational objectives to make the picture complete. I have carried out several reorganisations and improvement processes with the aim to make the business more customer-oriented, productive, cost-effective and profitable.

I prefer to do this within a senior executive management role with a commercial profile in the manufacturing industry, B2B, building materials sector and trade. At international groups, mid-sized enterprises or family businesses.

Short biography

I come from a multicultural family (father from Indonesia, mother from Switzerland), I have worked and lived throughout the Netherlands; this allows me to deal well with different cultural backgrounds, I can adapt quickly and easily empathize with new situations.

As a natural leader I start from a sharp intuition and with that I like to make the connection at all layers in the organization. I function as a proverbial 'figurehead' of the organization and I am the internal driver to make this decisive. I can extract complex files with creativity, tenacity and 'simply' do it. I value the achievement of sustainable results with an eye for people and long-term.

What people say about me is that they experience me as an enthusiastic, warm, committed and honest personality, sometimes a bit contrarian, always people-oriented, pragmatic and result-oriented. I dare to be vulnerable, know how to connect people, know how to motivate and inspire people to move.

With over 25 years of successful experience in commercial and managerial positions with Profit & Loss final responsibility, I have very often been employed as a change manager for the implementation of reorganisations, divestments and business unit mergers.

Joris van Eekhout . vaneekhout.joris@gmail.com . +31 6 50 510 576

Education

BBA Business Administration | 1991

University of Applied Sciences, Amsterdam
Major: organizational sciences, business economics

BEng Mechanical Engineering | 1990

University of Applied Sciences, Eindhoven
Major: control systems engineering

VWO | 1986

Pre-university education, Lelystad

Business training

Safety Operational Supervisors VCA | 2010 CBEX

In-house Emergency Services | 2010 NIBHV

Operational Management II | 2009 INSEAD – Saint-Gobain Management School

Operational Management I | 2008 INSEAD - Saint-Gobain Management School

Sales Management | 2006 Gustav Käser

Business Management | 2005 Harvard - Saint-Gobain Management School

Leadership & Communication | 2001 Saint-Gobain Management School

Assessment Training | 2001 Schouten & Nelissen

Sales Training | 1996 Zwaga & partners

Sales Training | 1995 Mercuri Goldman

Experience

2019

IM Joris – Oosterbeek, Owner

Interim manager | managing your company. customers. challenges.

- General management (interim management) - focused on continuity, and temporarily holding a position at a higher management level (operational, commercial or business).
- Change management - focused on improving and/or renewing processes, organisations, systems or the organisational structure (change schemes).
- Crisis management - the immediate resolution of acute problems within an organisation and inside systems.
- Project management - managing and realising projects (increasing productivity, customer satisfaction, improving employee satisfaction, implementation of ERP)

2011-2018

Saint-Gobain API BV – Harderwijk, Managing Director

Producer (steel) of ceiling suspension systems for building interiors
Turnover <20M€ and ±50fte

- P&L responsible, operational management and strategy
- 20% increase in productivity, 50% increase in profit
- International customer relationship management in export
- Increase in customer and employee satisfaction
- New organizational culture, implementation of new ERP

2008-2011

Saint-Gobain Glass Solutions - NL East (4 sites), Regional manager

SGGS is transforming, distributing and installing glazing solutions (projects)
Turnover ±30M€ and ±130fte

- P&L responsible, operational management and strategy
- From loss-making to market-based
- Implementation of strategic reorientation: divesting, restructuring and merging of sites
- New organizational culture, implementation of new ERP

2004-2008

Saint-Gobain Glass Solutions - Arnhem, Site manager

Turnover ±13M€ and ±45fte

- P&L responsible, operational management and strategy
- Integration of Nijmegen and Ede sites
- Increase turnover in line with market and doubling profit
- Increase in customer and employee satisfaction
- Portfolio management: Trade, Projects and Paint

"I have known Joris at the time when I was managing Eurocoustic and I was also the Commercial director of the Ceilings division. He was an excellent manager caring for his people, his customers, and his suppliers. Always positive, even during tough market times, a true example of leadership and commitment to his business. A very pleasant peer indeed." – Jean-Francois Lelievre, Managing Director SG Coramine Clipper France

Courses

Saint-Gobain programs

Comply | 2017

Attitudes | 2017

Anti-Corruption | 2016

EU Controls & Sanctions | 2016

Corporate Responsible Purchase | 2015

Digital Journey | 2015

Annual Review | 2015

EHS Policy | 2015

Board functions

President junior glass chamber | 2009 - 2011

GBO – Vlakglas Nederland

Chairman News | 1990 1991

Fama Volat- Study association Amsterdam

Personal Interest

Travelling, cooking, oil-painting, fitness

Personalia

- Joris van Eekhout
- Dutch and Swiss nationality
- Unmarried, living together
- Born September 13th, 1967
- Residence Oosterbeek
- Phone +31650510576
- Email vaneekhout.joris@gmail.com

"Joris is a people manager with a high sense of integrity. I really liked doing business with him, because of his integrity, and clear way of setting goals with a healthy sense of quality. A man with solutions on his mind. Congratulations if you can be his business partner!" – Axel Bunnik – Coach Founder Fat Elephant

Experience

2001-2004

Saint-Gobain Glass Solutions - Almelo, Sales manager

Turnover ±15M€ and ±75fte

- Team leadership sales and project execution
- Interim manager production Almelo | 2003
- Interim site manager Arnhem | 2002

1993-2001

Saint-Gobain Glass Solutions - Netherlands, other functions

Deventer – Interim manager

Turnover ±5M€ and ±20fte

- Crisis management and operational management
- From loss-making to implementation of strategic reorientation: closure

Eindhoven – Interim manager

Turnover ±10M€ and ±40fte

- Operational support for site manager

Leiden – Site manager

Turnover ±5M€ and ±15fte

- Crisis management and operational management
- From loss-making to profitable
- Implementation of strategic reorientation: closure

Amsterdam – Sales representative

Turnover ±10M€ and ±30fte

- Key-account & project management
- Scoring of appealing construction projects in NL

Delft & Nieuwegein – Head of Sales department

- Team leadership project coordination & prescribers

1991-1993

Techniek Service Delft, Interim manager

Turnover ±1,5M€ and ±15fte

- Crisis management and operational management
- Strategic reorientation and implementation
- From heavily loss-making (edge bankruptcy) to profitable
- Increase in turnover + 50%