



mJoris.

managing your

company . customers . challenges

Expertise

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

Joris is happy to be asked for

- Cultivating decisive organisations
- Senior executive management role
- Line management positions that cannot be filled in temporarily. For example, in case of sabbatical leave, long-term absenteeism, conflict or crisis

Typical Joris

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

Specialty

- Manufacturing industry, B2B, building materials sector 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

Manager Joris

Cultivating decisive organisations with committed employees.

My view is that the success of customer focus revolves around the establishment of a spirit of entrepreneurship among your employees. My approach leads to greater customer satisfaction, more profit and an enterprising, decisive and future-proof organisation with committed employees.

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 and financial objectives to make the picture complete.

With over 25 years of successful experience in commercial and managerial positions with P&L final responsibility. I have very often been employed as a change manager for the implementation of reorganisations, improvement processes and business unit mergers. With the aim to make the business more customer-oriented, productive, cost-effective and profitable. Although time and again each situation differed in terms of complexity, my no-nonsense approach has without a doubt proven to be successful and effective.

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.

Available for interim-assignments and/or permanent contract.

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.

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

SEO Success Formule | 2020

VIP training – Robert-Jan Hendriks

Personal Branding | 2019

VIP training – Saskia Postma

Safety Operational Supervisors VCA | 2010

CBEX

In-house Emergency Services | 2010

NIBHV

Operational Management II | 2009

INSEAD – SG Management School

Operational Management I | 2008

INSEAD - SG Management School

Sales Management | 2006

Gustav Käser

Business Management | 2005

Harvard - SG Management School

Leadership & Communication | 2001

Saint-Gobain (SG) Management School

Assessment Training | 2001

Schouten & Nelissen

Sales Training | 1996

Zwaga & partners

Sales Training | 1995

Mercuri Goldman

Experience

2019 - Available for interim-assignments and/or permanent contract

IM Joris – Oosterbeek, Owner

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 realizing 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
- World Class Manufacturing
- International customer relationship management in export (>20 countries EU)
- Increase in customer and employee satisfaction
- New organizational culture, implementation of new ERP-AX Dynamics (replacing Navision)

2008-2011

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

Distribution company SGGGS is transforming, distributing and installing glazing solutions (projects) in the building construction industry NL

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-SAP (replacing RS6000)

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

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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%

"As one of our strategic partners, I have had the privilege of working with you. You are a guy with his heart in the right place, who gives everyone enough space, though you are never too far away so that you spot important things in time. But more importantly, you resolve these. You have that special blue/yellow combi (Ned Hermann), and that enables you to think holistically and be analytical at the same time."

Bert Dekker - Sales and Marketing director at SIG PLC

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
- Website imjoris.eu
- 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