



CURRICULUM VITAE

GENERAL INFORMATION

name : Voerman Eric Alphons
date of birth and place : 22 November 1960, Amsterdam
nationality : Dutch

EDUCATION

Erasmus University : Business Economics; specialized in business administration Michigan USA;
graduation 1987
Tilburg University : Master degree in management 1997

KNOWLEDGE OF LANGUAGES

Fluent spoken and written : English / German/ Italian / Dutch (*mother tongue*)

FREE TIME ACTIVITIES

- Traveling
- Jogging 5 times a week
- Reading, mainly history books
- Dancing, mainly Latin American Salsa

ACADEMIC EXPERIENCE

September 2008 – Today: LAUDER BUSINESS SCHOOL

- Crisis Management
- Corporate History
- Thesis Coach 2 students (*status 09 2009*)

PROFESSIONAL EXPERIENCE

VESO SERVICE FÜR DRÜCKDIENSTLEISTUNGEN GmbH (Austria)

VESO manages currently 1 shop in the 3rd district in Vienna offering printer cartridge-refill and toner-refill services.

March 2009 – Today: OWNER & MANAGING DIRECTOR

Main activities:

1. Sales- & Marketing activities:

- Promotional & Marketing activities

2. Financial Management

- Revenues, budget, cash flow management, etc.

3. Business development

- Quantitative and qualitative analysis of new shop locations

4. Number of staff directly coordinated

- 3

BACHLER & PARTNERS CONSULTING GmbH (Austria)

With 35 employees Bachler & Partners is a specialized consulting company for risk management & strategic management.

June 2004 – October 2007: CHIEF OPERATING OFFICER

Main Activities:

1. Consulting activities:

- Direct coordination 3 senior consultants, 6 consultants and 6 junior consultants
- Recruitment and selection of new staff members

2. Assessment & Recruitment

- Direct coordination personal leasing (=interim managers in outsourcing to multinational companies)
- Recruitment and selection of interim managers

3. Business Development

- Quantitative / qualitative market studies and country analysis
- Strategic & financial business planning regarding set up foreign affiliates (Germany /Romania)
- (*international*) contract management

5. Financial Management

- Development and implementation of a standardized management information system
- Development and implementation of a standardized billing system

6. Number of staff directly coordinated

- 18

PLANDATA SOFTWARE GmbH (Austria)

Plandata is with 30 employee's market leader in Austria for high-end software for financial management.

May 2002 - May 2004: MANAGING DIRECTOR with focus on finance, sales & marketing

Main activities:

1. Financial Management

- Coordination management information (*revenues, budget, cash flow management, etc.*)
- Medium term planning
- Monthly reporting
- (*international*) contract management

2. Business development

- Quantitative and qualitative market- & competitor analysis
- Recruitment and selection of new staff members

3. Sales- & Marketing activities:

- New customer acquisition / account management
- Project management

4. Number of staff directly coordinated

- 15

H&S HEILIG und SCHUBERT SOFTWARE AG (Austria)

H&S is with more than 100 employees market leader in Austria for high-end software for electronic document management and archiving systems.

January 2000 – 2002 April: DIRECTOR FOREIGN OPERATIONS

Main Activities:

1. Financial Management

- Coordination management information (*revenues, budget, cash flow management, etc.*)
- Medium term planning
- Contract management

2. Sales- & Marketing activities / number of staff directly coordinated:

The main activities in each country consisted of setting up new fully fledged offices in the following countries:

- Italy total staff 6

- Germany total staff 12
- Hungary total staff 11
- Romania total staff 9
- Recruitment and selection of new staff members

3. Financial Management

- Development and implementation of a standardized management information system

AMVESCAP (Italy)

AMVESCAP is the world third largest independent asset manager; Italy was entered at the end of 1997 with a green field operation.

1997 – 1999: DIRECTOR OF SALES

Main Activities:

1. Sales- & Marketing activities:

- Selection and set up of the new office in the business centre of Milano
- Set up, management and development of the sales structure
- New client acquisition and account management existing customers
- Coordination marketing: brochures, customer events etc.

2. Business development

- Quantitative and qualitative market- & competitor analysis
- Recruitment and selection of new staff members

3. Financial Management

- Development and implementation of a sales / financial information system

4. Number of staff directly coordinated

- 12

ING GROUP (Italy)

ING is a Banc assurance group active on a worldwide scale with more then 100.000 employees. In Italy ING distributes life insurance and mutual funds products with a total number of 400 employees.

1994 – 1997: MARKETING MANAGER

Main Activities:

1. Sales- & Marketing activities:

- Management marketing department and member of the management team
- Coordination advertising activities; brochures, customer events, website etc.
- Coordination product development

2. Business development

Member international new business development team ING Netherlands:

- Set up / implementation new business units for banking products (*i.e. ING DIRECT Canada, Germany*)
- Set up / implementation new business units for insurance& asset managing products (*i.e. Italy, Greece, Spain*)

3. Financial Management

- Medium term planning
- Monthly reporting

4. Number of staff directly coordinated

- 16

ALLIANZ INSURANCE GROUP (Italy)

Mercur Assistance is a travel-insurance company with 50 employees, serving institutional customers
Allianz Ras is a legal assistance-insurance company with 30 employees serving group companies.

1990 - 1994: SALES MANAGER

Main Activities:

1. Sales activities:

- New client acquisition and key account management, mainly banks and insurance companies.

2. Financial Management

- Development and implementation of a sales information system

3. Number of staff directly coordinated

- 12

GENERALI INSURANCE GROUP (Italy)

With 500 employees is EuropAssistance a travel insurance company which serves institutional customers.

1989 - 1990: SALES & MARKETING ASSISTANT

Main Activities:

1. Sales- und Marketing activities:

- New client acquisition
- Development marketing brochures.

2. Business Reporting

- Reporting in the sales information system

DAF TRUCKS (Netherlands)

With 10.000 employees is DAF Trucks a leading truck manufacturer in Europe.

1987 - 1989: SALES ASSISTANT

Main Activities:

1. Sales- und Marketing activities:

- Development marketing brochures.

2. Business Reporting

- Reporting in the sales information system