

Curriculum Vitae

Arthur de Ruiter

Personal information

Name	Arthur de Ruiter
Date of birth, place	February 15, 1970, Netherlands
Home address	Houtbaai 42 1448 SJ, Purmerend, Netherlands
Telephone	+31 (0) 299 785 398 (home), +31 (0) 6 1003 0752 (mobile)
E-mail	arthur.de.ruiter@zonnet.nl
Marital status	Married (two children)

Professional working experience

2009 – Current

Key Account Director

Rockwell Collins, Netherlands (OEM/BRS/MRO Sales)

- *Key Account Strategic Sales (KLM, Aercaap, Lufthansa and second tier accounts in region) (\$40-65M)*
- *Delegation Of Authority (DOA) Central Europe (\$135M)*
- *Manage multidisciplinary teams on various strategic sales cases*
- *International travel (50%)*

2004 – 2009

Sr. Regional Sales Manager Europe

Rockwell Collins, Netherlands (OEM Sales)

- *Key Account Strategic Sales (Netherlands, Eastern and South East Europe) (\$20-40M)*
- *Manage multidisciplinary teams on various strategic sales cases*
- *International travel (50-75%)*

2001 - 2004

Director of Marketing

The NORDAM Group, Netherlands (MRO)

- *Development and implementation of divisional strategic marketing and business plans*
- *Managed four direct reports*
- *International travel (30-50%)*

1997 - 2000

Regional Sales Manager

The NORDAM Group, Netherlands (MRO Sales)

- *Sales responsibility for designated international accounts (\$3-6M)*
- *International travel (50-75%)*

1995 - 1996

Marketing & Sales Representative

The NORDAM Group, Netherlands

- *Sales responsibility for Business and Regional (BRS) aircraft market (\$1M)*
- *International travel (30%)*

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Professional education

2009 - 2013 (planned)	Ph.D. Technical University of Delft (<i>Supply Chain Management</i>)
1999 - 2001	Master of Business Administration, Executive MBA (AMBA accredited) Kingston University, London UK (<i>program completed in the Netherlands</i>)
Dissertation:	<i>Research on Core Competencies of the organization</i>
1993 - 1994	Business Administration (post BSc) Business University of Alkmaar, Netherlands
1988 - 1993	Aeronautical Engineering BSc Engineering University of Amsterdam, Netherlands
1992	Aeronautical Engineering (Avionics) Embry-Riddle Aeronautical University, Florida USA

Relevant Courses

2011	Conceptional Selling, Miller Heiman, Spain
2011	Case Research Methodology, University Groningen, Netherlands
2011	Collins Business Acquisition Plan (CBAP), Team Simulation, Austria
2010	Next Generation Leadership Development Program, USA
2010	Strategic Selling, Miller Heiman, Spain
2010	Research Methodology, Erasmus University Rotterdam, Netherlands
2006	Sell Masters Negotiation Training, USA
2006	Leadership Development Program, Germany
2006	Collins Business Acquisition Plan (CBAP), Team Simulation, Spain
2005	Sell Masters Sales Training, Cedar Rapids, USA
2003	Lean Manufacturing / Six Sigma, UK
2002	Inspirational Leadership, Netherlands
2001	Sales Training, Netherlands
2001	Continues Quality Improvement (CQI), USA

Skills

Computers:	MS Office, Lotus Notes
Languages:	Dutch, English - excellent, German – fluent, French - basic

Core Competencies

Interpersonal and communication skills, networking, personal drive, innovative spirit, hands on and can do mentality. Ability to direct and motivate result driven teams through informal leadership.

Special interests

Family and friends, golf, science, strategic management

References

Recent performance reviews are available upon request