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| **CURRICULUM VITAE** |

# Name, First name: **LIEKENDAEL**, Stephane

Address: Repingenstraat 23, 1570 Vollezele

# Telephone: +32 (0)473/68 29 92

Birth place-and date: Halle, 9th of December 1974

* **Education:**

College of Advanced Education (HOBU):

BME-CTL, Ghent Industrial Engineer in Chemicals,

Option Biochemicals,

Specialisation Environmental Technics.

Degree achieved in 1998.

### Post-University

EHSAL Management School Sales Management

Academic year 2002 - 2003

* **Computer Knowledge:**

Word & Excel

Powerpoint

Internet

Dbase IV, Turbo Pascal, Fortran, Statgraphics

ERP: JDE, SAP

CRM: SFDC

* **Languages:**

# Native speaker Dutch – French

Very fluent in English

Career objective: I would like to use and expand my experience in internal & marketing related sales, as well as my technical-commercial knowledge and my insights in business development in a result oriented, dynamic and professional environment.

* **Career:**

**15/05/2008 till …:** **Sales Manager at UNIVAR**

**Achievements**

* Implementation of customer segmentation based on service and potential (mid 2008)
* Introduction and implementation of a new service cost (= ‘drop charge’) (mid 2008)
* Creation of a Customer Service Department (begin 2009)
* Implementation of an Industrial Alignment at the end of 2009 within the BNL. The respective industry lines like Pharma, Personal Care, Food, Coatings and GenChems are created and fully aligned bu specialized Sales Teams. I’m the responsible Sales Manager for GenChems BeLux, Sales Manager for Personal Care and Pharma in the BNL.
* SAP implementation in the BNL at the 4th of January 2010
* SFDC (CRM-tool) implementation in the BNL at the 1st of July 2010

01/11/2005 till 14/05/2008: **Product Sales Manager at UNIVAR** (Chemical distribution)

**Achievements**

At Univar, I am offered the opportunity to use my operational skills and strategic insights in order to develop the company’s activities in the Benelux industrial market.

Based on my personal successes and leadership, Univar offered me the chance to join the Sales Management.

01/11/2001 till 31/10/2005: **Sales Responsible at Lovap** (Acknowledged laboratory for the Belgian environment – and nutrition market)

**Achievements**

As the only (and first!) external sales person at Lovap, a company with no history of external sales, I implemented the necessary sales strategies in order to optimize business development. As a result the YTD sales rates in December 2003 showed a growth of 250% compared with gross trade sales of 2001. After this success story, I felt ready to use and expand my skills and strategic insights in a new and challenging market.

01/02/2000 till 31/10/2001: **Sales Engineer at BETZDEARBORN**, Division Sentinel (Responsible BELLUX for products Sentinel)

* **Achievements**
* As the only external sales person at Betzdearborn I was able to double the number of customers and sales. Being responsible for the whole Belgian market and for the implementation of a new product on this market, I have been able to develop myself through this challenging experience as technical-commercially skilled and as a spontaneous communicator. Reorganization and macro-economic factors put Betzdearborn in the position of being blocked to create new opportunities for their employees.

1/10/1998 till 31/01/2000: **Internal Sales at SOGEFILTRES**, division Safeties (Safety Valves and Rupture Discs)

## Achievements

In this first job I grasped the opportunity to learn as much as possible about how to work efficiently throughout the complete internal sales process (from OEM to customers). I adapted a pro-active client-focused attitude and learned how to commercialize products and how to set price. Today I profit from this experience as a base to develop and co-ordinate sales strategies and - processes. After two years I was ready to implement the learned skills in an external sales position. Sogefiltres was not able to offer me this opportunity.