

Profile

Experienced in

- sales and finance solutions focused on the public & private sector mainly in the BeLux market ;
- customer-centricity with a large network ;
- delivering increasing and recurrent results ;
- exploring and expanding new markets ;
- achieving goals more efficiently by offering various financial solutions.

Looking for new assignments in the near future. I would be honored to meet with you to further discuss how our collaboration can match your expectations.

Professional

	Period
Independent consultant –current initiatives	04-2019 - now
<ul style="list-style-type: none"> • Cybersecurity training center (Market survey stage) • Co-Founding : Horeca as a Service & Full Electric Car as a Service • Virtual Reality Base : boost creation of new gaming centers 	
Dell Financial Services _ country responsible Sales BeLux	2015 - 2018
<ul style="list-style-type: none"> • Solution selling with public authorities, international & local customers • Training direct and indirect sales techniques at Dell and with Partners • Dell FS and EMC GFS integration 	
CHG Meridian _ Sales Manager Public & Healthcare Sector BeLux	
<ul style="list-style-type: none"> • Start-up of new department. Strategy, team-management, reporting. ICT & Medical equipment financing 	2012 - 2015
<ul style="list-style-type: none"> • Commercial activities for large customers and partner management 	2008 - 2011
INGLease & EMG Belgium _ Account Manager	
<ul style="list-style-type: none"> • Mainly ICT leasing while EMG take-over to ING environment • Internal Sales for SME and Large accounts 	2000 - 2008
European Commission _ Assistant Head of Unit and Sector	1995 - 1999
<ul style="list-style-type: none"> • DG Industry (Industrial Policy for Mechanical Engineering) : TABD, Toolguide for sector • DG Energy (Oil&Gas Production & Renewables) : informatics, presentations, tendering 	
Solam-Watco _ Accounting and administration in Finance department.	1995
<ul style="list-style-type: none"> • Multiple mergers, buy-outs and acquisitions 	
PA Consulting _ Consultant for	1992 - 1994
<ul style="list-style-type: none"> • Proximus : HR screening, IT, fleet management O&M department • Belgacom : Marketing launch of Axis calling card 	
McKinsey _ Support staff in Accounting & Personnel department	Till 1991
Banksys _ Internal Sales for Payment terminals & Gaz stations	
Europ Assitance _ Contract administration & telesales	
L.B.O. _ Assistant to MD	
Petrofina _ Administrative support to Account executives	
Group Van Hecke _ External Sales	
KI-Partners, Scitex and Team _ Telesales	

Languages & ICT

Dutch & French	mother tongue
English	proficient
Spanish & German	basic to conversant and eager to improve
ICT	MS Office, CRMs (DMS, Link & Sales Force), Skype

Formation&Education

Academic	Master (Business Administration)
Post-graduate	1yr. teacher training
Business	AT&T, Carl VDV, CHG, DFS, ING, Neways
License	car, boat, golf

Personal

Hobbies	hockey coach, sailing, ski, swim
Interest	business opportunities, networking, funding
Marital Status	Married, sons of 23, 20 and 9 yr. of age
Kattebrug 1, B-9140 Temse	https://www.linkedin.com/in/carl-corens-696983