

Curriculum Vitae



Name	Pieter Kroezen
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Email address	pieterkroezen@gmail.com
Day of birth	3 January 1961, Boxmeer
Nationality	Dutch

Job Experience:

2017-1/ 2018-11

Employer Pyroban BV/ LTD

Sales manager EAME Main area Scan. and Benelux

- Selling systems for ATEX-explosion protection on forklifts, warehouse trucks and sweeper cars to OEM and dealers
- responsible for Benelux and Scandinavia OEM and dealers

2016-1/ 2016-12

Employer Schmitter-hydraulic GmbH

Sales account manager Netherlands

- Selling hydraulic hoses and instrumentals
To dealers and service points

2015-2 / 2015-12

Un-employment - IN-AND-AUT Sales

Start /up company

Owner – sales manager

2012-12 / 2015-2

Employer Caterpillar oil and gas / Pyroban BV

Sales manager for Scandinavia , Eastern Europe , Germany

- Selling systems for ATEX-explosion protection on forklifts, warehouse trucks and sweeper cars to OEM and dealers

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- budget responsible ,750.000 euro with second year already a tender of 2 miljon

2011-3 / 2012 -12

Employer Bravo international SRL

Account manager BENELUX

- Roofing and Cladding

2011-1 / 2012 -3

Employer Sage Parts , ground service equipment

- Apprentice for north European market

2006- 2011

Employer / LATEC GmbH - Forklift parts

European Account / sales Manager Parts

- Maintaining contact with customers and growing the part business in the Germany
- Customer base of 600 buying 450 with turnover in Germany of 3.5 million
- Dealers and OEM customers
- Finding new customers through whole Europe
- ☑ managing 4 FTE on inside sales
commercial sales leader on two account managers Germany

2006

Employer European Airbag Center I.O

Company for Regenerated Airbags in the automotive area

Owner / Sales advisor

2003 – 2006

Employer INTRUPA Nederland BV – forklift parts (TVH)

Account Manager Netherlands

2001 – 2003

Supervisor Inside Sales and Account Manager Benelux

6 FTE inside sales and 3 account manager outside

Education:

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1998 – 2001	Supervisor Outside Sales 3 people inside sales
1993 – 1998	Sales Representative Responsible for turnover and relationships with customers north+ and east Germany
1985 – 1992	sales Manager Cars at several dealers in the Netherlands

Education

2002 – 2003	Course management Bullet-Proof Manager (CRESTCOM) Course Export-Manager (LOI)
1990 – 1992	Middle Management Course (Brinkman-study) Several fleet and lease courses by OEM brands
1980 – 1984	Several courses shoe trade
1979 – 1980	Middle Economy School (Gelre college)
1978 – 1979	High school USA (Chino California)
1974 – 1978	Lower Economy School (Gelre college)

General Knowledge:

- Good Knowledge of Word, Excel, PowerPoint and Outlook
- Knowledge different sorts ERP systems Navision , exact. Unit 4, data point
- Good understanding and speaking of German, English and Dutch

Referenties en info :

On Request

Hobby :

Tennis
Golf

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