

Willem VAN ECK

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Born: July 31st, 1961 in The Netherlands.
Married, five children,



Key Competencies And Skills ...

<i>Mar 2019 - Mar 2022</i>	<i>Performed Line Products</i>
Consultant Business Operations	Consulting supply chain efficiency and bottleneck's in a very fast growing business ! Streamline internal organization for improved efficiency and quality. Alignment of internal processes and procedures to target the ISO qualification.
<i>Sep 2016</i>	<i>NXP Semiconductor (Paris, France)</i>
Mngr Sales Operations	Driven by the NXP takeover of Freescale and the related organizational changes, moved into a business analytical role with focus on long term customer design in activity and revenue forecasting and reporting.
<i>Apr 2014</i>	<i>Freescale Semiconductor (Paris, France).</i>
Supply Chain Manager	Supporting a major global customer supply chain activities including long term business forecasting, capacity requirements and business transfers.
<i>Jan 2011</i>	<i>Freescale Semiconductor (Paris, France).</i>
Supply Chain Business Manager	Good business and analytical skills drove this assignment. Combined responsibilities of business drive and analysis but also driving dashboard implementations. Assumed Chairman of the global service board role.
<i>Nov 2000</i>	<i>Freescale Semiconductor, formerly Motorola SPS (Paris, France).</i>
Supply Chain Manager	Freescale (ex Motorola) requested I come back to manage the Western Europe Service & Logistics organization. Drove Global Freescale CRM as special assignment; developed major analytical toolsets sourcing new key global dashboards.
<i>Sept 1999.</i>	<i>ON Semiconductor (a Motorola spin-off, Toulouse & Paris, France).</i>
Account Manager	Development of high level management relationships in order to set the scene and infrastructure aligning customer future roadmaps with ON Semiconductor product roadmap. Achieved +35% year on year growth Nov 2000 / Nov 1999.
<i>Sept 1997</i>	<i>ON Semiconductor (a Motorola spin-off, Toulouse, France).</i>
Pricing Director	Full responsibility for pricing of commodity products. Drove development of a new global closed loop pricing process and system allowing intelligent pricing of mass market products based upon market trends, competition environment and company marketshare and profitability goals.
<i>Jan 1994</i>	<i>Motorola Semiconductors (Toulouse, France).</i>
Distribution Business Manager	Participated to the creation of a centralized distribution account mngr team taking care of ~350 M\$ of reseller business including forecasting, asset management and logistics. The team was recognized by major customers for this new approach.
<i>July 1990</i>	<i>Motorola SPS (Eindhoven, The Netherlands).</i>
Distribution Sales Manager	Driving share of mind and maximizing the internal marketshare of the Benelux distribution network thru customer visits, seminars and promotional sales & marketing activities. Achieved a slight growth business result (~15 M\$) in a downturn market.
<i>Apr 1990.</i>	<i>Diode (Today called Arrow Spoerle, Utrecht, The Netherlands).</i>
Product Line Manager	Managed the STM product portfolio in terms of technical promotions and support as well as developing a sales organization winning key design opportunities. Follow up of commercial opportunities and later on focused more and more towards sales activities.
<i>May 1986</i>	<i>Diversey Chemicals Corp (Woerden, The Netherlands).</i>
Sales Engineer	Development of regional business results in the Eastern region of The Netherlands thru development of key relationships with key buyers at major hospitals and industrial cleaning activities. Achieved a >50% of region hospitals to switch over.
<i>Jul 1983</i>	<i>Helms B.V. (Wychen, The Netherlands).</i>
Warehousing Logistics	Managing logistics and customer service for the Eastern region of The Netherlands. Implemented customer service improvement programs, inventory control as well as a "random pick location" approach optimizing space & productivity.

<i>Jul 1982</i>	<i>Vrije Academie Nijmegen (Nijmegen, The Netherlands).</i>
Audio & Video Technician	Audio & Video specialist assuring quality of equipment and training materials.
<i>Jun 1981</i>	<i>Kwakkernaat Electrotechniek & Kabeltelevisie (Nijmegen, The Netherlands)</i>
Telecom Specialist	Budget, design, installation, maintenance & service of local central antenna systems.
<i>Aug 1979</i>	<i>Wychens & Drutens Muziekhuis.</i>
Audio Specialist	Audio specialist in two locations of a music and musician center. Performed design and creation of very high power audio loudspeaker systems for free air concerts.

Education ...

Electronics Engineer	Diploma of MTS school of Tiel Netherlands. Diploma of MAVO Beneden Leeuwen.
On the Job	Long list of internal "NXP" / "Freescale" / "Motorola" / "ONsemi" management and leadership initiatives & courses

Miscellaneous ...

Languages:	Dutch (mother tongue), English (fluent), French (fluent), German (basic notice).
Computing:	Excel, Word, PowerPoint, Panorama, Outlook, Brio Query, Hyperion Interactive Reporting, etc.
Leisure:	Family, do it yourself, music, audio.
Personality:	Auto-didact, excellent interpersonal skills, perfectionist, direct, results driven. Dutch i.e. black and white, direct, to the point.