

CURRICULUM VITAE

Name David Huijbers
Nationality Dutch
Date of Birth November 4th, 1964

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SUMMARY

Management Consultant & Trainer *Chief Analyst: "David accelerates and boosts our client's sales force with quick and higher than expected results".*

Lecturer Food, Wine & Etiquette
Lecturer Study Tools *Location Manager: "It is amazing how David makes our international students come out of their comfort zone and enables them to express themselves on a higher personal level".*

Trainer Sales Skills *Owner: "David helped us make our goals clear and well communicated throughout the organisation. Coaching our sales team helped us exceed our 2017 goals".*

Cabin Attendant *Division Manager: "David has proven to be a high performer and it is sad to see him go".*

Sales Executive Corporate Market *General Manager: "We sent David on a mission to our most 'hard to convince' potential clients and he managed to pull several of them in".*

Management Trainee *General Manager: "We would like to have David in our F&B but he prefers to work in Sales. Which we unfortunately can't offer him in our market".*



EDUCATION

Hotel Management School, Tilburg, Netherlands	De Rooi Pannen	Diploma	1988
Cold Callin Sales Training	Mercuri Goldman	Certificate	1989
Strategic Hotel Marketing	AH&MA Bermuda	Certificate	1990
Management Consultant/Trainer/Project Director	IMPAC	Certificate	1994
Sales Training Program	Kenneth Smit Training	Franchisee	2003
Emergenetics Associate (psychometrics)	Performance Solutions	Certificate	2014
Wine Education <i>Advanced</i> (level 3)	Wine & Spirits Education Trust	Certificate	2015
Cambridge English Teacher	CELTA	Certificate	2016
Certified Trainer Start Reverse Academy	Performance Solutions	Certificate	2017

DETAILED CV

PERIOD	CONTRACTS AND ASSIGNMENTS	CLIENTS
Present	Trainer / Management Consultant Productivity improvement and facilitating behavior change. Designing training programs based on the needs of staff and managers in fast moving consumer goods.	Impac Asia Control Systems Ltd. Hong Kong
2017 - Present	Trainer / Facilitator Trainer for the STAR Training program. Training and certifying Thai and international trainers to exploit the Reverse Academy in Thailand. www.startreverse.com	Working in Bangkok, in cooperation with Performance Solutions and the STAR Academy
2015	Trainer / Management Consultant Developing sales staff, Implementing 'Goals Roll Down': setting clear company goals and implement constructive sales & management meetings and control and measurement tools. Improved sales efficiency and increased turnover by 14%.	Résidence Wijnen (top-3 importer of wines in the Netherlands) Accezz International
2011 - 2017	Trainer / Lecturer Training business students in Soft Skills and WSET level 1 wine knowledge. Contributed to 40% more students each year for SG.	Nyenrode New Business School and Study Group , Amsterdam
2008 - 2011	Trainer Behavior Change staff and Managers Specially designed development programs to change behavior for staff and management. I trained over 100 groups of average 20 participants in 4 different programs. This contributed to higher employee satisfaction, better guest/client experiences and 20% more 'best experience' reviews.	Performance Solutions Amlin Auctus Consulting
2003 - 2007	Franchisee Sales Trainer In collaboration with each client I developed a Training Program which is integrated with the clients' strategy and needs. Turnover 1st year: €110.000, 2nd year over €200.000.	Kenneth Smit Training Practical training in sales skills; role-plays, workshops and individual assignments
1994 - 2003	Management Consultant / Project Director / Trainer Productivity improvement and facilitating behavior change. Designing training programs based on the needs of staff and managers in elderly homes, supermarket chains, meat industry and hospitality. ROI from 1,3:1 up to 2,9:1. We saved clients up to €3 Million on a yearly bases.	IMPAC Netherlands - Belgium - Germany - Switzerland Spoken languages: Dutch - English - German
1993	Cabin Attendant Received 9 'Letters of Compliments' on European and intercontinental flights.	KLM Royal Dutch Airlines
1991 - 1992	Sales Executive Recruited over 20 new corporate accounts and increased the total corporate turnover with 11% at Golden Tulip.	Golden Tulip Hotels Hotel The Grand Amsterdam
1989 - 1990	Management Trainee Front Desk, Guest Services, F&B and Rooms Division. Both employers were happy to see me handle complaints.	Lai Lai Sheraton Hotel Taipei and Sonesta Beach Hotel & Resort Bermuda.