

**CURRICULUM VITAE**

Name	: David Huijbers	Mobile phone Thailand	: +66 638 474138
Nationality	: Dutch	The Education Cloud (office)	: +3120 642 6069
Residency	: Asok, Bangkok	Email	: dadavid01@icloud.com

**EDUCATION:**

Hotel Management School, Tilburg, Netherlands	: diploma	1988
Mercury Goldman, Cold Calling Sales Training	: certificate	1989
Strategic Hotel Marketing, AH&MA Bermuda	: certificate	1990
IMPAC, Management Consultant/Trainer/Project Director	: internal education	1991
Kenneth Smit Sales Training Programs	: internal education	2006
Emergenetics Associate (psychometrics)	: certified	2014
Wine Spirit Education Trust, Advanced (level 3)	: diploma	2015
Cambridge CELTA English Teaching	: certificate	2016

**EMPLOYMENT:**

Sept.'11-present Self employed **Trainer and Lecturer** at Nyenrode New Business School and Study Group, Holland ISC Amsterdam.  
Guest Lecturer at Rajamangala University of Technology (RMUTP) Bangkok, Thailand.  
Teaching **employability skills**: presentation techniques, team work, feedback techniques, business communication & sales, learning styles, psychometrics, cooperation, effective meetings, leadership & management skills, interview techniques, interview methods.

Aug.'15-Oct.'15 **Trainer-Consultant** for Résidence Wijnen (top-3 importer of wines) Training the sales staff, setting clear company goals and implement constructive sales & management meetings. Improved sales efficiency and increase turnover.

Jan.'14-July'14 **Trainer** for a Hospitality Program in cooperation with Performance Solutions. A specially designed training program to change behavior for staff and management of Hutten Business Catering (over 400 staff members were trained)

Sept.'06-Aug.'11 **Self employed Management Consultant & Trainer.** Acezz International.  
Productivity improvement and designing training programs based on the needs of staff and managers in elderly homes.

Mrch.'03-Mrch.'06 **Self employed Trainer and Franchisee** with Kenneth Smit Training.  
Sales Training, Management Training and Training the Trainers. Roll Plays, specifically designed for each individual client and participant. In collaboration with each client developing a Training Program which is integrated with the clients' strategy and needs. Training sales and convincing techniques in open and honest, if not direct and confronting roll plays.

April '00-Febr.'03 **Management Consultant / Project Director / Management Coach and Trainer.**  
Auctus Consulting B.V.  
After my last project as Project Director, I was deployed as Team Coach and Internal (Co-) Trainer. I brought 8 team members (out of 10) to a higher level. Therefore the company grew with 15% in Turnover.

Febr.'97-Dec.'99 **Management Consultant.** AMLIN.  
Amlin ran programs within large organizations (>100 empl.) to improve productivity by training the Management and staff and by implementing a new Management Information System. Goals were set on an ROI of 1,5:1 and reached beyond 3:1. Minimum savings are guaranteed.

Nov.'93-Jan '97 **Sales Executive.** Hotel The Grand Amsterdam, Golden Tulip Hotel Barbizon Centre and Atlantic Hotel. Customer relations and acquisition for the corporate market.

May '93-Oct.'93 Cabin Attendant. **KLM Royal Dutch Airlines.**

Sept.'91-Aug.'92 **Management Consultant & Trainer.** IMPAC.  
Improving productivity as a Junior Consultant by determining the workload and implementing productivity raising ideas that come forward from building good relationships with staff and management. Substantial savings are realized. In this period I developed myself as a productivity specialist and was I asked to become a trainer for *Dagmarkt, Edah* and *Unitrans*.

Sept. '89-Aug.'90 **Assistant Front Office Manager.** Sonesta Beach Hotel & Spa Bermuda.  
Assistant to the Manager and the daily businesses.

Aug.'88-Aug.'89 **Management Trainee.** Lai Lai Sheraton Hotel Taipei, Taiwan.  
All round Management Traineeship: Housekeeping, Front Desk, Guest Services, Sales & Marketing and restaurants.