

## Curriculum Vitae (Résumé) Nando van Essen



### 1. Personal

Name: van Essen  
First name: Nando  
Sex: Male  
Birth-date: October 22, 1952  
Nationality: Dutch  
Civil status: Married, 3 daughters  
Email: [e-sharp@e-sharp.nl](mailto:e-sharp@e-sharp.nl)  
Website: [www.e-sharp.nl](http://www.e-sharp.nl)  
Mobile: 0031-(0)651129703  
Address: Lammergors 17, 4761 VH Zevenbergen, The Netherlands

### 2. Education

1970-1977: Delft Technical University, Aeronautical Engineering.  
Specialization: Industrial Organisation

### 3. Employment

#### Nov 2010-now Partner, director DeliveryMatch

DeliveryMatch ([www.deliverymatch.nl](http://www.deliverymatch.nl)) . With DeliveryMatch-software webshops can offer Delivery options to online consumers without complex adjustments in webshop-IT-system. With DeliveryMatch-software webshops have access to connectivity with > 300 carriers in Europe

#### 2007 – 2010 Focus on “E-commerce and logistics”

-2007-2010: active in the field of e-commerce and logistics for B-to-C-supply-chains  
-December 2009: Organizing market-survey about logistics and e-commerce  
-2008-2010: Building up of solid network in e-commerce and logistics to webshops, distributors, fulfillment-companies and others.  
-July-Oct 2010: Front-end analysis about the logistics of 125 webshops in Holland, resulting in the report “10 gouden tips om de logistiek van webshops te verbeteren”

#### Interim-management-positions:

#### May 2008 – October 2010 Baas Planten Service B.V., Hazerswoude-Dorp

Baas Planten Service B.V. is a major dutch exporteur of horticulture products to the major Dutch, German and English retailers in the DIY-market.

#### *Interim Supply chain manager*

Results: Turn-around from crisis in logistics to excellent performance, restructuring the total supply-chain, projectmanagement and implementation of a new ERP-system Q-SMS.

#### Januari 2008 – april 2008 HABÉ-cRc, Utrecht

HABÉ-cRc is active in the field of return-logistics

#### *Consultant*

Consultancy during a tender-process

#### May 2007 –november 2007 Albert, de Meern/Zaandam

Albert is the internet-based home-delivery service of Albert Heijn. Albert is responsible for all e-commerce-activities

#### *Interim Project Manager supply-chain e-commerce*

Results: Design new supply-chain process for a new e-commerce-activity of Ahold. Analysis of supply-chain, total outsourcingprocess via tender of fulfilment and physical distribution

**December 2006 – april 2007      Albert, Rotterdam**

Albert is the internet-based home-delivery service of Albert Heijn. Albert is distributing via 2 DC. One of these DC's is located in Rotterdam. Employees active in supply-chain: 200 fte.

***Interim Operational Manager***

Results: Operational control, improvements in productivity and quality; Improvements in leadership, process-improvements.

**April-December 2006      Container-Centralen Full Service BV, Duiven**

Container-Centralen Full Service (CCFS): Daughter-company of CC Denmark. CCFS is a service-organisation for the retail supply chain.

***Interim Managing Director CCFS***

Results: Restructuring the organisation, systems and staff. Implementation of planning and control, improvement of market- and financial results. Evaluation of business- and marketplan

**February 2004 – November 2005: Hyva Group, headoffice Alphen a/d/ Rijn, Holland**

Hyva is a globally operating company and supplier of hydraulic equipment with several global production-locations.

***Interim supply-chain-manager***

Results: Major improvement in delivery-reliability, stock-reduction, restructuring of the supply-chain-organisation, Restructuring European distribution-structure.

**June 2002-May 2004:      Container-Centralen (CC)**

CC is a pooloperator of moreway packaging (rollcontainers, crates) for freshfood and cutflowers and plants in Europe.

***Projectleader packaging for the freshfood supply chain***

Results: restructuring of the pool organization, improving performance to suppliers and retailers, strengthening the return-logistics-system and the network with 3<sup>rd</sup> party logistic service-providers, introduction of fresh food-packaging to the European market.

**March 2002-April 2002:      Philips Lighting Distribution (PLD), Paris**

PLD-Paris: Distribution of lamps and luminaries to France, Spain, UK, Portugal, Italy and Greece. Employees active in logistics in DC-Paris: 350.

***Logistic consultant.***

Results: clear analysis of the logistic situation, improvement-plan for processes, logistical systems, organisation and staff.

**Jan 2001-Feb 2002: Philips Lighting Distribution (PLD), Eindhoven**

PLD-Eindhoven: Distribution of lamps and luminaries to Holland, Germany, Switzerland, Austria, Sweden and Finland. Employees active in logistics in DC-Eindhoven: 250.

***Interim Logistics manager,***

Results: major improvement in operational performance and customer-orientation of the DC, introduction of planning- and control-instruments, restructuring organization and staff, participation in new supply-chain-concepts with factories and sales-organizations,

**jan.-dec 2000:      WE-international, Utrecht**

WE-International: Fashion-retailer with 300 shops in Holland, Belgium, Germany, France and Switzerland. European Distribution Centre (EDC) at Utrecht, Holland. Employees in the EDC: 100

***Interim European Logistics Manager***

Results: Implementation of a new sorter (Pick-to-Light-application), implementation of ECR-delivery structure and vendor-management, supply-chain-integration of purchase, logistics and sales, restructuring the EDC-organization and staff, outsourcing of warehouse-activities to 3<sup>rd</sup> party logistic service-provider, introduction of planning- and control-instruments,

**june1998-dec 1999: HEMA- Dutch food- and nonfood-retailer, Amsterdam/Utrecht**

HEMA: Food- and non-food-retailer with 270 shops in Holland and Belgium. Employees active in logistics: 850.

***Interim Manager Central Distribution Centre***

Results: Improvement of product-availability in the shops, a more efficient logistic operation (10-15% cost-savings on the total distribution budget) Preparation and implementation of a new, more effective en more efficient delivery-structure between DC and shops. Rebuilding the Management Team. Introduction of performance-indicators, implementation of a new Warehouse-Management-System.

**1996-june 1998: Leen Bakker- retail, Raamsdonksveer**

Leen Bakker Groothandel BV: Retailer of 'living'-consumer goods with 120 shops in Holland, Belgium and Germany. Part of the 'Blokker'-holding. Employees active in logistics: 170.

***Interim Manager Logistics,***

Results: Reengineering the logistic organization and processes. Introduction of performance-indicators, planning and control. Improvement of effectivity and efficiency. Supply-chain-improvements between purchasing, DC and sales organization.

**Other positions:**

**1981-1995: FloraHolland, Naaldwijk, Holland**

International trade enter for horticultural products (cut flowers, potted plants)

april'88-dec.'95: ***Deputy-director***, responsible for all logistic services.

Responsibilities: Managing the logistic unit. Leading and developing new logistical concepts on a national and international level. Leading projects in the field of area planning, social policy, productivity-improvement, entrepreneurship. Investment project in the field of distribution-mechanization. Budget-responsible for app. € 45 million Initiating automation projects: Tracking- and Tracing-system, Management Information System.

jan.'84-march '88: ***Manager Logistics.***

Responsibilities: Managing a fast growing logistic operation (from 400 to 850 employees in logistics), growing in process-capacity and service-level. Considerable improvements in labour- and space-productivity. Investments in space-expansion, information-systems, packaging-systems etc.

febr.'81-dec.'83: ***Manager projectgroup 'Logistics, Efficiency and Organization'.***

Responsibilities: Managing a group of 4 staff members. Projects in the field of Organization Development, Productivity-Improvement, rollcontainer-development, professional goods traffic.

**Jan.'78-febr.'81: Dutch Cable Factory (NKF)**

***Manager projectgroup 'Operational Efficiency and Organization'.***

Responsibilities: Management of a 6 fte-staffgroup, cost-price-calculation, investment-projects (preparation and evaluation), Organization Development, Quality-analyses and -organization, development of a production-planning system.

**4. Languages:** Dutch: fluent  
English, German: good  
French: fair/good