

**Name:** Robert Fiction  
**Email:** [Robert@new.com](mailto:Robert@new.com)  
**GSM:** +44 558800393940  
**Date of Birth:** 19.02.1981  
**Nationality:** Dutch  
**Sex:** M

### **PROFILE:**

An energetic, self motivating and hard working person, with experience in many aspects of (international) logistic/planning, sales and marketing. Shows own initiative as well as well performing in a team. Measurable leadership capacities, including managing and motivating of staff to reach good company results. A good communicator on different levels within an organization. Problem solving and analytical skills. Extensive international experience as well as language and computer skills.

### **ACADEMIC QUALIFICATIONS**

**2003-2005** Graduate Business School, Göteborg University, Göteborg, Sweden.  
(Master Degree obtained)

Study: International Business (Completely in English)

Courses: International Business Environment Analysis, International Strategic Management, International Marketing and Management in the New Europe, Post-Modern Marketing and Thesis

**Jan 2001 - July 2001** University of Southern Queensland, Toowoomba, Australia

Study: Exchange (as part of Bachelor Degree)

Courses: German, Public Relations, Australia, Asia and the Pacific

**1998 – 2002** Haagse Hogeschool, Den Haag, The Netherlands. (Bachelor Degree obtained)

Study: International Business and Management Studies (Completely in English)

Courses: French, English, Spanish, Marketing Principles, International Marketing Analysis & Marketing Management, International Strategic Management, Mathematics, Statistics, Quantitative Methods. Management Information, Financial & Cost Accounting, Finance, Logistics Management, Organizational Behavior/Human Resource Management. Macro/Micro Economics, (International) Law, Business Practice, International Economic Relations, European Union and Thesis

**1994 - 1998** Christelijk Lyceum, Alphen a/d Rijn, The Netherlands

Study: HAVO

Courses: Economy A, Economy B, French, Dutch, English and Mathematics A

### **WORK EXPERIENCE**

**Jan 2007 – Present AVIO-DIEPEN B.V. - Alphen aan den Rijn, The Netherlands.**

#### **Product Manager**

- Product Marketing.
- Product Information Management.
- Forecasting.
- Business Development
- Contract Management

- Assortment Management.
- Active in planning, maintenance and introduction of new products (Electrical Hardware en Avionics.)
- Frequent contact with European and US based suppliers
- Pro-active support of the sales teams by joint customer visits, product training and presentations.

**March 2005 – Dec 2006 HYVA INTERNATIONAL B.V. - Alphen aan den Rijn, The Netherlands. Masterplanner**

- Creating periodical Master Production / Purchase Plan
- Forecasting Project (purchase items and production items)
- Correct global stock position (to ensure continuation in production)
- Correct settings in BAAN (ERP) and implementing BAAN in other production sites
- Controlling the Hyva production sites in Germany, China, India and Brazil, regarding their production output for Hyva International
- Generating Management information
- Core-Member of the Logistic Management Team

**July 2004 - Jan 2005 MTV MASTIFF GROUP - Göteborg, Sweden (as part of the Master Degree program)**

- Thesis titled: “The Polish TV Media Industry -EU Implications. A Case Study of the Media Mastiff Group, the Independent Television Content Producer”

**April 2003 – June 2003 SIXFLAGS HOLLAND B.V - Biddinghuizen, The Netherlands. Cost Controller**

- Controlling invoices and maintaining contact with suppliers
- Guiding the internal goods transfers
- Analyzing price settings of sales items

**Aug. 2002 – Oct. 2002 HEINEKEN - Zoeterwoude, The Netherlands. Financial Administration**

- Checking import/export documents
- Customer service: Resolving pricing issues

**May 2002 – July 2002 VENDEX KBB - Hilversum, The Netherlands/France. (Thesis as part of the Bachelor Degree program)**

- Market research to investigate expansion possibilities and developing a entry strategy for the French market

**Sept. 2001 – Jan. 2002 ROBERT BOSCH - Brussels, Belgium. (Internship as part of the Bachelor Degree program)**

- Analyzing the internal logistical policy and implement improvement strategies.

**April 1999 – Jan. 2001 VODAFONE - Gouda, The Netherlands, Sales Representative (Part-Time)**

- Selling Mobile Phones, Insurances and Accessories
- Responsible for Customer Retention
- Educating new employees

**LANGUAGE SKILLS**

- Dutch: Mother Tongue
- English: Fluent
- French: Good
- German: Reasonable
- Swedish: Basic
- Spanish: Basic

**EXTRA CURRICULAR ACTIVITIES**

- January 2004 – January 2005: Editorial Björn Magazine: Co-founder of Björn Magazine. This magazine is distributed to- and produced by students of Göteborg University (department Graduate Business School).
- March 1999 – January 2000: Youth commission RVA (Row club Alphen). Organizing competitions, youth-camps and parties.

**COMPUTER SKILLS**

Excellent skills of: Microsoft Windows XP, BAAN/SSA ERP, Word, Excel, Access, PowerPoint, SAP, SPSS, Internet.

**LEISURE ACTIVITIES**

Race cycling, Rowing, Diving and Computers.