

RESUME



ROEL THIJSSSEN

WORK EXPERIENCE

Aviko (Royal Cosun)

2022-present

Sales Manager France, UK, Spain, Portugal

Aviko Rixona is a leading manufacturer of dehydrated potato granules and potato flakes. Our products are supplied to the food industry, food service and retail sectors in more than 100 countries on all six continents.

I oversee sales and business development of the industrial, food service and retail markets in France, the UK, Spain and Portugal.

SKB Cases

2019-2022

Sales Manager UK, France and Mediterranean

SKB is an industry leader in the design and manufacture of molded polymer transport cases for music, pro audio, sporting goods and industrial applications including government and military contract fulfilment. I led the commercial activities across the markets, mainly military and audio, in France, United Kingdom, Spain, Portugal and Italy.

Lefebvre Sdu

2016-2019

- **Team Lead Netherlands (The Hague) – 2017-2019**
Lefebvre Sdu is a Dutch multimedia publishing house specializing in legal, tax, and regulatory intelligence. Sdu was formerly a state-owned enterprise, originally an abbreviation for Staatsdrukkerij en Uitgeverij (the State Printing and Publishing Office). Since 2013, Sdu has been part of the French Lefebvre Group. I led the commercial activities in the Company (Legal) Compliance segment – Chemicals (see description below).
- **Team Lead France (Lille, France) – 2016-2017**
Responsible for the international rollout of Toxic (SaaS) in France. I set up the sales and marketing process and managed the French team.
- **Sales Consultant (The Hague) – 2016-2016**
Involved in the launch of a new SaaS business unit (company compliance chemicals) and shaping and improving the sales organization.

Thijssen Translations

2006-2015

Director/owner of Thijssen Translations (vertaaldiensten.com, Vertaalbureau Amsterdam, Vertaalbureau Maastricht, Vertaalbureau Rotterdam, Vertaalbureau Den Haag, Vertalingen Tilburg, Translation Services Amstelveen, Tradex Eindhoven).

Thijssen Translations was a supplier of language services and conference interpreting services to various industries, educational institutions and governments with multiple offices in the Netherlands.

I sold my company in December 2015.

Industrie- und Handelskammer Düsseldorf

2010-2014

Localization Consultant/Member of Advisory Board (one day a week) for IHK Düsseldorf (Chamber of Commerce) to help Dutch companies enter the German market.

Name: Roel Thijssen
Date of birth: 31-05-1979
Nationality: Dutch
Driving license: B
Residence: Eindhoven, NL
Phone: Available upon request
E-mail: mail@roelthijssen.nl

Myers Briggs Type Index:
ENTP

COMPETENCES

- Entrepreneurial
- Initiator
- Multilingual
- Out of the box thinker
- Targeted
- Driven
- Flexible
- Communicative
- Generalist
- Strong analytical skills

PHONE

Available upon request

EMAIL & WEB

mail@roelthijssen.nl

www.roelthijssen.nl

[LinkedIn](#)

RESUME

ROEL THIJSSSEN

Name: Roel Thijssen
Date of birth: 31-05-1979
Nationality: Dutch
Driving license: B
Residence: Eindhoven, NL
Phone: Available upon request
E-mail: mail@roelthijssen.nl

CERTIFICATIONS

- Strategic Management – INSEAD
- LEAN Green Belt – The Lean Six Sigma Company
- Sociale Hygiëne – SVH
- DALF C2 – Alliance Française
- Goethe Zertifikat C2 – Goethe-Institut
- Cambridge English C2 – Council of Europe

Some keywords that describe me:

International Sales Leader • Business Development • Innovation • Commercial Leader • Team Management • Food Industry • FMCG • Consultancy • Solution Selling • Strategic Planning and Implementation • Multilingual • Creative • Results Driven • Lean • Sustainability • Out of the Box • Communicator • Humor (!)

PHONE

Available upon request

EMAIL & WEB

mail@roelthijssen.nl

www.roelthijssen.nl

[LinkedIn](#)

WORK EXPERIENCE

BC BV (Tilburg) Operational Manager Hospitality	2005-2006
Teleperformance (Tilburg) Project Manager	2004-2005
Secon BV (Tilburg) Team Lead	2001-2004

EDUCATION

Tilburg University

2004 – 2006: Master International and European Public Law (LL.M)

Tilburg University

1997-2001: Bachelor International and European Law (LL.B)

Bernardinuscollege Heerlen

1991-1997: VWO – Gymnasium (pre-university education)

LANGUAGES

Dutch	Native or bilingual proficiency
English	Native or bilingual proficiency
German	Native or bilingual proficiency
French	Native or bilingual proficiency
Spanish	Native or bilingual proficiency
Italian	Professional working proficiency
Portuguese	Professional working proficiency
Mandarin	Elementary proficiency

REFERENCES

Available upon request or [LinkedIn](#).

OTHER ACTIVITIES

- Local politics
- Rugby and tennis
- History
- Travel
- Music, theater, festivals