

RESUME Yuri Schaap



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Education

ORGANIC CHEMISTRY | 2011 | HAS UNIVERSITY OF APPLIED SCIENCES

- Related coursework: Chemistry on all relevant ingredients used in the food industry.

FOOD TECHNOLOGY | 2008-2009 | HAS UNIVERSITY OF APPLIED SCIENCES

- Related coursework: Study on all ingredients and processes used in the food industry including practical course to work and prepare final products with the studied ingredients.

INTERNATIONAL BUSINESS & LANGUAGES | 1996 -2000 | HES AMSTERDAM

- Bachelor of Applied Science (B.Sc.) degree

EUROPEAN BUSINESS STUDIES | 1999 | HES AMSTERDAM

- Related coursework: Facultative part of Bachelor's program HES - IB&L), about the different aspects of the formation of the European (Monetary) Union.

Skills & Abilities

MANAGEMENT

- Achieved management qualities throughout my career by demonstrating an open vision and (at times) vulnerability that enabled me to continue learning. In previous position in Kerry I was on a career path for a Sales Director (Europe) position, having followed various intensive multi-day Management training sessions.

SALES

- Demonstrated sales qualities by exceeding budget plans in recent 10-year Sales Management positions, focusing on sound volume & margin growth without losing sight of the human aspect of doing business.

COMMUNICATION

- Demonstrated communication qualities through open and honest mindset respecting other's views and/or opinions.

LEADERSHIP

- Possessing leadership qualities through high level of empathy and constructive and positive mindset. Demonstrated leadership qualities by forming project teams for relevant Strategic Account projects within my Key Account portfolio.

Experience

BUSINESS DEVELOPMENT EXECUTIVE | S.I.F.S. - BUSINESS OWNER | OCT 2018 - PRESENT

- Interim advisory roles on strategic management in the field of Procurement, Sales (incl. Market Development), New Product Development / Innovation on Food (Processing) Technology.
- Pro bono consulting role for the Canadian Embassy (The Hague, Netherlands) on incoming missions from Canadian businesses that are looking for connections in Western Europe / The Netherlands. Travelling approx. 60-70%.

SABBATICAL | EXTENSIVE WORLD TRAVEL | JANUARY 2018 - SEPTEMBER 2018

- Extensive global travel, to countries in order of attendance; South Africa, Sri Lanka, Thailand, Malaysia, Indonesia and Canada. Travelling: 100%.

SALES ACCOUNT MANAGER | KERRY EMEA | JUNE 2015 - JANUARY 2018

- Responsible for delivery & execution of strategic account plans for Key accounts in Meat, Fish, Poultry & Appetizer market within Europe. Home-based role in the Netherlands with support and direct report based in HQ Ireland. Strongly focused on volume & margin growth within accounts through high-level engagement (RD&A, Procurement & Executive level) both internally and externally. Travelling approx. 60-70%.

SALES MANAGER | SILESIA GMBH | MARCH 2011 - JUNE 2015

- Responsible for developing and executing strategic plans for strategic accounts in Savoury mainly. Strongly cooperating with Savoury segment team internally. Further responsible for budget creation and margin & turnover management. Accountable for generation of additional business through multi-level contacts with strategic customers, respecting Silesia guidelines, in order to increase customer engagement. Travelling approx. 80%.

ACCOUNT MANAGER | BUTERESSENCE BV | OCTOBER 2006 - MARCH 2011

- Responsible for daily contact with (key) accounts, negotiating yearly contracts, visiting and hosting relevant trade fairs, signalling global trends and translating

them into opportunities (i.e. new business). Last two years mainly Savoury customers treated.
Furthermore, responsible for drawing up strategic account plans (within company policy). Travelling approx. 50%.