



ANNETTE COOIJMANS

BUSINESS SUPPORT
INTERIM AND FLEXIBLE SUPPORT

GOAL

To deliver a positive contribution to the results of companies through support in the organizational, process or operational field.

COMPETENCES

Entrepreneurship, result orientation, leadership, planning, organizing, motivating, coaching, social skills.

VAARDIGHEDEN

Dutch native
English professional
German
French
Various computer skills and programmes
Office 365
Reflex
Multivers
Snelstart
Drivers license B

WORKING EXPERIENCE

ZZP BUSINESS SUPPORT 2022-

Qualitative, flexible support, interim and projects. Have a look at my website: www.annettecoolijmans.nl

MANAGER VIS | ZEEUWS VIS & VLEES HUYS | 2019-2021

Responsible for turnover, margin, production, planning, logistics, personnel, customers, purchasing and sales. The complete package. Zeeuws Vis & Vlees Huys is a supplier of fish, meat, meat products, game, cheese and bread to restaurants and catering in the southwest of the Netherlands and the Antwerp area.

COMMERCIAL MANAGER | FINE FOOD YERSEKE | 2013-2018

Acquisition and relationship management, logistics, sales and administration. Fine Food Yerseke is a restaurant and catering supplier for fish and meat products. I worked together with the owner of the company from negative results to top results. End of this position was due to the sale of the company to Zeeuws Vis & Vlees Huys.

TEAMLEAD SALES SUPPORT & TELESALES | HEINEKEN BROUWERIJEN ZUIDWEST NEDERLAND | 2007-2012

Managing 2 teams of 10 people location Etten-Leur and 1 team of 5 people in Hulst. Member of the management team. National cooperation with all team leads. Representing the interests of customers, employees, head office, marketing, commercial fieldservice, logistics and remote staff departments. Implementing SAP computer system. Guiding various change processes, especially on a human level.



INFO@ANNETTECOOIJMANS.NL



WWW.ANNETTECOOIJMANS.NL



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PERSONAL

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AEGON | SALES SAVINGS & PENSION PRODUCTS | 2005-2006

Sales cold calling to make appointments, planning and performing sales visits at customers homes. Selling savings & pension products.

HEINEKEN BROUWERIJEN ZEELAND | SALES REPRESENTATIVE HORECA AND CATERING INDUSTRY | 2001-2005

Relationship management and acquisition of new business, with the aim of increasing market spread and share. Resulting in a financial contribution to the Heineken Brouwerijen Zeeland.

HORECA ENTREPRENEUR | MIDDELBURG 1995-2000

Lunchroom-restaurant 5 employees, 70 seats, goal: continuity, financially healthy company with satisfied guests and employees.

EDUCATION

HOSPITALITY BUSINESS SCHOOL THE HAGUE | 1990-1994

Bachelor of Hotel Administration, minor finance & accounting.

VALUE FOR YOUR ORGANISATION

www.mdi.nl: optimistic and enthusiastic, change orientation (look for faster and better methods), thinking big, good team member, self-starter, motivator, challenges.

My ideal working environment: No routine but challenges and new opportunities, forum to exchange ideas and point of views. An innovative and forward-looking work environment, freedom of movement, evaluation focused on results, tasks with motivated groups, collaboration with democratic supervisor, networking.



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