

CURRICULUM VITAE

PERSONAL INFORMATION

Name Marc Vandyck
Address Hoevelei 86
2630 AARTSELAAR (Antwerpen)
Mobile +32 495 321 771
Email address marc.vandyck1@gmail.com
Birthplace Miryang (Zuid-Korea)
Age 40 years (September 18, 1971)
Nationality Belgian
Marital status Single
Driver license Type B

EDUCATION

2003 – 2004 **Candidate in Law**
University of Antwerp, Antwerp

1990 – 1997 **Master in Commercial Science and Management**
Major in Marketing
VLEKHO, Brussels
Final dissertation: "Television: a medium of the future?"
Traineeship: Rostra Precision Controls – Laurinburg, NC (USA)

1989 – 1990 **High school**
Economic
Staples High School, Westport, CT (USA)

1983 – 1989 **High school**
VSO, Modern languages - mathematics
St-Jozefscollege, Brussels

TRAINING & CERTIFICATION

2011 **Microsoft Certified Professional for Enterprises (MCP)**
Symantec Sales Expert (SSE)
Citrix Certified Sales Professional (CCSP)

2006 **The 7 Habits of Highly Effective People ® of Franklin Covey**
Oracle Belgium, Brussels

Product and services training
Oracle Business Suite, SDH-WAN-LAN-ADSL-UTP (Versatel), LCD-plasma-
HD (Dialog)

Sales training
TDL Belgium Ltd. and Versatel

2004 **Macromedia Dreamweaver**
Syntra, Heverlee

LANGUAGES

- Dutch (mother tongue)
- English (full professional proficiency)
- French (full professional proficiency)
- German (professional working proficiency)
- Spanish (elementary proficiency)

WORK EXPERIENCE

- 10/2011
03/2011
- Account Manager**, COMPAREX Software Belgium BVBA (Brussels)
The Belgian subsidiary is an important player in software licensing and software asset management. COMPAREX also offers consulting services in various IT areas including Virtualization of IT Infrastructure, Cloud Computing, Storage and IT Security. The Belgian organization was former known as PC-WARE Information Technologies BVBA until September 2011. Now it operates under the COMPAREX brand.
- Prospecting/hunting – direct sales
 - Type prospects: 250+ desktops
 - Software procurement
 - Software licensing: Microsoft and non-Microsoft (VMware, Symantec, Adobe, Oracle, Citrix, Red Hat, and many others)
 - Software Asset Management (SAM)
- 03/2011
12/2008
- ACCOUNT EXECUTIVE**, PC-WARE Information Technologies BVBA (Brussels)
An important independent IT service provider in Europe; in Belgium it specializes in software procurement, software licensing and Software Asset Management (SAM).
- Account management: 35 DGs of the European Commission and 17 European agencies according to SACHA framework agreement = a yearly budget of 15 Mio. Euro
 - Advising customers regarding the management and registration of software usage and software contracts / volume licensing programs
 - Supporting the Account Managers in all disciplines and processes such as proposals, correspondence, appointments and reports
 - Detect and support new sales opportunities, manage info in the CRM
 - Handling incoming requests, create offers, negotiate purchase prices with suppliers (distri & resellers), follow up open offers, process orders, follow up deliveries
 - Handling customer complaints and RMAs
 - First line helpdesk for customers and suppliers / one single POC in multiple languages
- 12/2008
06/2008
- ACCOUNT MANAGER**, Kompass Belgium NV (Antwerp)
Worldwide B2B company search engine
- Selling advertising space (paper versions, CD & internet) – hard sales
 - Prospecting/hunting via cold calling & networking events – direct sales
- 06/2008
09/2007
- ACCOUNT MANAGER/PRODUCT SPECIALIST**, Dialog Cps NV/SA (Brussels)
Belgian SME specializing in the audiovisual market (incl. beamers, plasma and LCD screens, digital signage, audiovisual control systems and interactive white boards).
- Business development - Prospection/hunting - Direct sales
 - Type prospects: Education business (schools & edu organizations)
 - Product demo's
 - Product training (Interwrite™ Workspace = software for white board)
 - create/translate training material (manual, exercises and workshops)
 - knowledge transfer (training & workshops);
 - Supporting sales: Product information (Interwrite) via sales kit, website
 - Visiting Fairs and promote Interwrite™ on fairs
- 09/2007
01/2005
- EDUCATION SALES REPRESENTATIVE**, Oracle Belgium (Brussels)
Oracle is the world's largest B2B software company specializing in "information management": database and middleware software, ERP application with services (consultancy, training and support).
- Selling of all Oracle University training formats to existing customers = account management – direct sales
 - Type of customers: Trends Top 1000 (Belgacom/Proximus, FODs, Federal Police, Toyota, EDS, Tele Atlas, Cap Gemini, Inter Access, VDS-Computing, Accenture, Atos Origin)
 - Detecting new sales opportunities
 - Account planning with named accounts;

- Working within a matrix organization: relationships with Operations & Delivery Manager, License sales, Consulting, Support, Alliances & Channel and marketing
- Follow up marketing campaigns

12/2004
06/2002

SALES CONSULTANT (INDEPENDENT)

- Clients: e-Val S.A. (*software development*) - Colt Telecom NV (*Telecom operator*) - Hamburg-Mannheimer N.V. (*Insurance company*)

02/2002
09/1999

ACCOUNT MANAGER, Versatel Belgium NV (Brussels)

Versatel was a Dutch B2B telecom operator in the Benelux and Germany specialized in voice, data and internet services (VPN, firewalls). It is now part of KPN.

- Prospection/hunting – direct sales
- Type prospect: Trends Top 10000
- Building relationships with ICT Directors, IT Managers, Finance Managers and Legal advisors;
- Create offers in collaboration with pre-sales
- Follow up delivery and manage the new account
- Customers: Aldi, SD Worx, Fortis, Kinnarps;

09/1999
12/1998

ACCOUNT REPRESENTATIVE, TDL Belgium Ltd. (Brussels)

Thomson Directories Limited was market leader in the local directories in the UK, and started in Belgium by the name of Directo as the sole competitor and challenger of the Yellow Pages (Truvo).

- Selling advertising space (paper versions & internet) – hard sales
- Prospecting/hunting via cold calling – direct sales

COMPUTER SKILLS

- Office tools MS Windows , Microsoft Office (Word, Excel, Powerpoint, Outlook)
Mac OS X, MS Office for Mac, Entourage, iTunes, iMovies, iPhoto, Keynote, iPad
- ERP Oracle Business Suite, AS400 & Microsoft Axapta

ADDITIONAL SKILLS

- Project Management Workgroup leader within the Partnering Excellence Vision 2010 team (Oracle) using the methodology of Franklin Covey, a global professional Services, training and development company. They are dedicated to helping organizations achieve their priorities/ goals and deliver sustained superior and measurable performance. They focus on 3 key areas: building leadership and management capability, processes for consistent execution and goal achievement, and individual's own effectiveness.
- Presentation skills, organization skills, demonstration skills

ADDITIONAL INFORMATION

- I practice sports: tennis, running and in the past karate (17 years) and soccer
- I love travelling, city trips, culture, cinema and gastronomy
- I am always eager to learn new things / very inquisitive