

# Mr. Henk J.C. de Folter



<b>Name</b>	Henk J.C. de Folter
<b>Nationality</b>	Dutch
<b>Address</b>	Opaal 25 - 5629 HP Eindhoven - The Netherlands
<b>Email</b>	<a href="mailto:henk@defolter.nl">henk@defolter.nl</a>
<b>Web</b>	<a href="http://www.defolter.nl">http://www.defolter.nl</a> <a href="http://milieu.defolter.nl">http://milieu.defolter.nl</a>

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## Current activities

- Interim Management
- Management Consultancy
- **Teaching at Fontys University of Professional Education** (part-time)  
**International BBA Course / IBMS** (International Business and Management Studies)  
Topics
  - EDP/IS (Electronic Data Processing and Information Systems)
  - eBusiness and eCommerce
  - Logistics Management
  - ICT
  - Project Management
- **Manager Stichting Recycling Technologische Apparatuur** (part-time)  
Stichting RTA is a foundation to manage the recycling of waste electrical and electronic equipment according to the Dutch and European regulations (WEEE).  
I have drafted the initial business plan, established the operation, and currently managing the overall business and organization.

## Recent assignments

- **Program manager DutchAero BV** (part-time)  
DutchAero is an Avio and Philips joint venture company and “Centre of excellence” for advanced machining and sheet metal fabrications for the Aerospace industry.  
I am managing the company culture change and quality improvement program after the acquisition of the Philips Aerospace division by Avio.

## Qualifications

### Professional proficiency in the following disciplines:

- Primary:
  - General Management of Commercial High-Tech Companies,
  - Operations Management ( ICT Mgt - Supply Chain Mgt - Facility Mgt),
  - Human Resources Management,
  - Sales and Marketing Management,
  - Sales Channel Development,
- Secondary:
  - Management of Change ( Organization & Culture ),
  - Project management and/or facilitation,

## Professional experiences

<p><b>2000 – 2002</b>  <b>QUALCOMM</b>  <b>Wireless Business Solutions Europe B.V.</b>          Waalre          The Netherlands</p>	<p><b>Director of Operations Europe</b>  <b>Managed</b>, the European operational infrastructure, including Network Operations Center, ICT, Finance and Administration, Supply chain management, HR, Legal Contract Management, Facilities.  <b>Achieved</b>, the design and implementation of the European operational infrastructure, the implementation of the product related Network Operations Center (a satellite communication based logistics management system) and European ICT infrastructure, the design and implementation of the completely outsourced logistics and test &amp; repair functions.</p>
<p><b>1994 – 2000</b>  <b>Fluke Europe BV</b>          Eindhoven          The Netherlands</p>	<p><b>European Strategic Services Manager - European Operations and HR Manager</b>  <b>Managed</b>, the European operational infrastructure, including marketing operations, IT, logistics, HR, and the local strategic services. Managed and facilitated projects for redesigning the European business and organization structure.  <b>Achieved</b>, the merging of two cultures after the acquisition of the Philips test and measurement business, the design and implementation of a European wide compensation and benefits structure company policies and guidelines, the design and implementation of an operational infrastructure and environment supporting the local country sales and marketing activities.</p>
<p><b>1987 - 1994</b>  <b>Tektronix Holland NV</b>          Hoofddorp          The Netherlands</p>	<p><b>General Manager Benelux</b>  <b>Managed</b>, the Dutch and Belgium sales marketing and service organization, the European board repair and logistics center.  <b>Achieved</b>, increased sales revenue and market share and improved financial results. Received sales awards for territory with largest sales increase.</p>
<p><b>1982 – 1987</b>  <b>Fluke Nederland BV</b>          Tilburg          The Netherlands</p>	<p><b>General Manager Benelux</b>  <b>Managed</b>, the Dutch and Belgium sales marketing and service organization and the European Customer Support Center.  <b>Achieved</b>, increased sales revenue, market leadership and improved financial results. Received sales awards for territory with largest sales increase and most successful dealer channels.</p>
<p><b>1978 – 1982</b>  <b>Fluke Europe BV</b>          Tilburg          The Netherlands</p>	<p><b>Regional Sales Manager (North Europe and Middle East)</b>  <b>Managed</b>, the North European and Middle East sales channels.  <b>Achieved</b>, increased sales revenue and market leadership in the Northern European countries and established new sales channels for the Middle Eastern market</p>
<p><b>1973 – 1978</b></p>	<p><b>Sales Engineer – Sales Manager – General Manager</b>          Selling and marketing of professional electronic equipment, mainly in the Dutch market.</p>

*Qualified references can be supplied upon request*

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## General knowledge and skills:

Excellent knowledge and skills with PC software under DOS and MS-Windows, spreadsheets, word processors, databases, presentation packages, and Web publishing.

<b>Languages:</b>		<i>Read</i>	<i>Write</i>	<i>Speak</i>	<i>Understand</i>
Native:	<i>Dutch</i>	Excellent	Excellent	Excellent	Excellent
Other:	<i>English</i>	Excellent	Excellent	Excellent	Excellent
	<i>German</i>	Good	Poor	Fair	Good

## Other activities:

- I have been the Chairman of the Institute for [Commercial Technical Education](#).
- I have been an assigned examiner for the Personnel Studies at the [Fontys Hogeschool](#) in Eindhoven
- I have been a member of the Advisory Board of the [Institute for Post-graduate studies](#) in Amsterdam.
- I have been a member of the Board from 1988 until 1998 of the Dutch Association for Industrial Electronics (Federatie Het Instrument). (see [Web site](#))

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## Contact information:

Henk de Folter Management Consultancy  
Opaal 25, 5629 HP Eindhoven, The Netherlands  
Tel: +31 (0)40 292 6810 / +31 (0)65 376 2781  
Faxmail: +31 (0)84 222 1127

E-mail: [henk@defolter.nl](mailto:henk@defolter.nl)

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