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Gerton Hulsman

Full Name	Gerton Hulsman
Born	03.11.1953 in Naarden, the Netherlands
Family Status	Married
Educational Level	Bachelor Business Administration Open University Amsterdam

PROFESSIONAL PROFILE

Strong personality and natural born networker. Dynamic people manager and commercially opportunity driven business developer. Focused on providing top-quality customer service, within a cost-effective environment.

Experienced in establishing strategic partnerships around the globe. Thorough understanding of the logistics supply chain and conditions for performance.

Areas of expertise

- Airport management,
 - Airline management,
 - Air cargo handling & forwarding,
 - Warehouse- & transport logistics,
 - Cross-border multimodal strategies,
 - Sales & Acquisition
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SKILLS & TRAINING

LANGUAGES

Dutch	Mother tongue
English	Business proficient
French	Conversational
German	Business proficient
Spanish	Business proficient

OTHER SKILLS

Leadership
Consultative selling
Coaching and training
Strategic account management
Crisis management

TRAINING

People management & Personal effectiveness

- KLM Training Academy

Business management

- KLM Training Academy
- Masterclasses - University of Nijenrode

CAREER

Mai 2019 - Today

EIP Energy in Process GmbH

Industry: Consultancy

Position: Equity Partner & Commercial Director

EIP is as a specialized management and consultancy firm, focused on supporting the air cargo- and transport logistics industry. The service portfolio encompasses strategic consulting & (interim) management and (Lean) process optimization.

Responsibilities

Project leadership and business development. Continuously growing the customer portfolio and developing the product/service portfolio.

Enhancing strategic partnerships (like with TO70, one of Europe's leading aviation consultants)

Our ambition for EIP is to be recognized as one of the leading management- & consultancy firms (by quality) for result based solutions within the air cargo industry.

2007 – 2020

Dusseldorf Airport Cargo GmbH

(100% subsidiary of Dusseldorf Airport GmbH)

Industry: Airport / Freight Handling

Position: Managing Director

Responsibilities

Managing a 100% subsidiary of Dusseldorf Airport. Handling cargo of over 42 airlines calling on Dusseldorf. Total tonnage handled in 2019 115.000 Tons. Total staff (document and physical handling 200 FTE's).

2005 - 2007

Cologne Bonn Airport GmbH

Industry: Airport

Position: Head of Cargo Business Development

Responsibilities

Cologne Bonn being Europe's biggest hub for UPS. Developed the day time operations for Traditional Cargo (shipper-forwarder-airline). Improved the infrastructure for Cargo Handling and was part of the planning and development of a brand-new Cargo Facility. Total staff (document and physical handling 120 FTE's).

2002 - 2005

De Ster BV, Belgium

Industry: Manufacturing & Trade

Position: Director Sales and Marketing Western Europe and Cuba

Responsibilities

This company is a global manufacturing and trading company of Inflight articles for airlines (economy, business and first class). De Ster also creates packaging solutions for food processors, food services, industrial markets and the world's leading airlines including food (supply chain management to food providing).

Managing a regional sales team, sales support and operations. Producing and monitoring the financial budgets for the region. Proposing and implementing sales developments and expansion plans. Total staff 25 FTE's.

1977 - 2002

KLM Royal Dutch Airlines, Cargo Division

Industry: Airline

(Last) Position: Regional Director Perishable Logistics Africa

Responsibilities

During my 25 years with the Company I have had the opportunity to work in various managerial positions within the Cargo Division. During my expatriate status I worked in Germany, Spain, and Thailand and had shorter assignments in Africa and South America. Main goals were: optimizing revenues by means of yield management, successful product implementations as developed by head office and developing expansion plans (mainly on the African Continent)