

Thierry JANSSEN - CV



Name *Thierry Janssen (60)*

Position *Associate & Managing Partner Just in Time Management (JiTM)*

Sector experience *B2B with broader experience in technology products & services.
Innovative business models, design and deployment to address profitable development opportunities facing New Market Realities to create Stakeholder value.*

Qualifications *Master in economics (ICHEC 1979)
SMB Director (Solvay Entrepreneurs 2006)
Board Effectiveness (Guberna 2010)
Executive Master in Digital Marketing (Solvay 2016)*

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Thierry JANSSEN - CV

Experience level

- 22 years with IT companies in both a B2B model (19 years) and a B2C model (3 years)

- general management (full P&L responsibility – 14 years) -  Datachecker  econocom 
- sales management (margin responsibility – 3 years) - 
- direct and indirect business development (revenue responsibility – 5 years) -  Data General 

- 10 years of interim general management leading strategic transformation processes

- pre-M&A, as CEO -  BOKIAU  Getronics  mediaXim Corporate 
- post-M&A, as project manager/advisor -  econocom  hp  infobel  mobistar 
- strategic turn-around -  CAMELEON  COMPAREX  econocom  EPOCA PRODUCTS

- 6 years of advice and management support to CEO, Executive Committees and Board of Directors with focus to leverage New Market Realities to create Stakeholder value



Thierry JANSSEN - Credentials



CASE

- *Understanding how the actual car distributorship is at risk, based on new disruptive initiatives. How will the existing business model be impacted (revenue, margin, HR,)?*

IN ACTION

- *Fully structured 7-steps Future Quest execution*

BENEFITS FOR CLIENTS

- *Common vision about future risks & opportunities from ExCo and BoD in order to diversify activities around mobility and fixing a timeline*
- *Setup of D'Ieteren Mobility in a start-up mode to grab new opportunities and generate new types of revenue*

CASE

- *A startup that grew by inspiration*
- *4 years of 25% compound revenue growth with no EBIT improvement*
- *The desire from the new shareholder to evolve from 'instinctive' to 'structured' management*

IN ACTION

- *Screening the operating model (purchase, logistic, retail sales, e-shop, finance, quality)*
- *Reviewing all business processes and evaluating their contribution to value creation towards the customers*

BENEFITS FOR CLIENTS

- *Revised operating model*
- *Business KPI's for each business operator*
- *Path to go from the 'As Is' to the 'To Be' environment*
- *New Roles & Responsibilities of key performers*
- *Required competences in the To Be model*
- *Communication and motivation plan to staff*

CASE

- *Defining a 10-year vision, 'the way ahead'*

IN ACTION

- *Leading Strategic Committee (Board & ExCo) to think about future strategic directions*

BENEFITS FOR CLIENTS

- *A path to define new strategic initiatives to be worked out*

Thierry JANSSEN - Credentials



CASE

- New generation of management as founder takes Board chairman-only position
- Flat revenue for 3 years
- Severe EBIT decrease over the last 3 years

IN ACTION

- Coaching of CEO at all levels (sales, marketing, reporting, HR matters, investment procedures, costing model, ...)
- Implementing structural tools & methods about sales, HR, finance, industrial investment, governance to support management
- Clarifying governance responsibilities (Executive and Board)

BENEFITS FOR CLIENTS

- Clear view about the company's strategic horizon
- Strong revenue development with less dependencies from #1 customer
- Strong EBIT improvement

CASE

- Lack of sales growth in the Publishing BU's

IN ACTION

- Reviewing the Go2Market of the 4 Publishing BU's (80 m€ revenue) in order to develop alternative sales sourcing (resellers, e-shop, telesales) next to existing direct sales, through a 7-step process

BENEFITS FOR CLIENTS

- 13 'quick win' actions
- Structural broader Go2Market to work our unexplored market opportunities
- A dedicated strategy for HVP (High Value Products) and HVS (High Value Solutions)

CASE

- Increasing Top line performance (revenue & net margin) on top of budget and business as usual to meet the 2020 Group's financial objectives

IN ACTION

- Conducting a structured 4-step process with the operational teams over a period of 3 months

BENEFITS FOR CLIENTS

- A clear view (what, who, how, when) to achieve in the short term a significant margin improvement

Thierry JANSSEN – Other credentials

Directorships

econocom

Director (1998-2001)



Director (2005-2017)

Chairman of the Board (2012-2017)

Chairman of the NRC

Member of the AC



Director (2014-2017)



Chairman of the Board (2016-2017)



Director (2010-2013)

business.com

Chairman of the Board (2007-2010)



Chairman of the Board (2010-2012)



Founder & Chairman of the Board (2014-2015)

Non-business matters



Mentor



Member of the Jury



Lorraine - Lotharingen
THE BRUSSELS BUSINESS CLUB

Co-founder of the SIDE2SIDE program (2016)

Co-founder of the Youth mentorship program (2017)



Lecturer in change management (2011-2014)



Just in Time Management

VALUE CREATION THROUGH NEW MARKET REALITIES