

# Summary of Curriculum Vitae of Tjalling M.W van Asbeck

## Value-statement

- Experienced commercial Chemist with expertise in export-management.
- Extensive experience in the development of sales strategies and realization of sales targets, co-ordination and stimulation of new developments, identification of new markets and new product-applications.
- Excellent understanding of the impact and the importance of cultural differences on the commercial practice – important key for success.
- Strong in selection, training, support, guiding and motivating of international network of agents and distributors of technological quality products.

## Career history

### AAC – Asbeck Asia Consult, Amersfoort, The Netherlands

Owner / Managing Director

2005 – present

Projects for:

- **Adimec Holding BV, Eindhoven, The Netherlands** (May 2005 – March 2006)
- **CECA S.A., Paris, France** (May – October 2005)
- **Pontmain Resources Inc., Davao, Philippines** (November 2005)
- **Adimec Electronic Imaging Pte Ltd, Singapore** (permanent assignment as Managing Director / Business Development Manager Asia-Pacific; April 2006 – February 2009).
- **Septennium International Technologies Pte Ltd, Singapore** (December 2006 – June 2009)
- **Chemviron Carbon, Feluy, Belgium** (April 2009 – present)
- **AcademiesAustralasia, Sydney, Australia** (April 2009 – present)

### Dujat – Dutch & Japanese Trade Federation, Amsterdam, The Netherlands

Managing Director

2001 – 2004

Senior Project manager

1999 – 2001

### NORIT Nederland BV, the Netherlands – Manufacturers of Activated Carbon

Sales Director – Activated Carbon-group Europe / Asia-Pacific / Africa

1997 – 1998

### NORIT Singapore Pte. Ltd., Singapore

General Manager

1993 – 1997

### Unichema International – Manufacturers of Oleochemical Products

Area Sales Manager – Unichema Chemie BV, Gouda, The Netherlands

1986 – 1990

Area Sales Manager – Unichema Chemie GmbH, Emmerich, Germany

1990 – 1993

### NORIT NV, Amersfoort, The Netherlands – Manufacturers of Activated Carbon

Area Manager – Western Europe

1982 – 1986

Product Manager Food, Chemical and Pharmaceutical applications

1976 – 1982

### Royal Netherlands Navy – Ammunition Workshops, Den Helder, NL

1974 – 1976

Rank: 2<sup>nd</sup> Lieutenant (LTZSD2KMR) – military service

## Education

Leiden University, Leiden, The Netherlands

1974

Master of Science – Chemistry (major in Organic Chemistry)

## Language skills

- Dutch native
- English excellent in reading, speaking and writing,
- French good in reading and speaking; basic in writing,
- German good in reading and speaking; basic in writing,