



# Eric van Antwerpen

Global Sales & Growth Leader | Transformation Expert | MD

📍 London, UK

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## Links

[LinkedIn](#)

## Languages

Dutch (Native)

English (Fluent)

German (Work Proficiency)

Italian (Fluent)

## About

A global executive who has spent a career living and working in the Americas, Asia/Pacific, MEA and Europe. Helping Fortune 500 and SME clients.

Managing Director with international experience and responsibility for P&L globally, accustomed to operating from the creation of vision and strategy, up to the management of the implementation and running the operations,

Often called directly from the top to handle critical and delicate situations, with a strong challenge and complexity in highly competitive and demanding contexts; Delivering growth, productivity and achieving transformation goals.

Accustomed to creating constructive relationships with senior leaders of large complex organizations in order to create eco-systems and strategic alliances to deliver results;

Seasoned in acting as trusted advisor and leader within organizations to launch and lead strategic projects of innovation, business growth and organisation development across geographical and organisational borders;

Deep understanding of technology and how to maximize benefits in organisations. Making transformations work;

### BRANDS WORKED WITH



## Experience



### ● Global Business Development

Making Science | Feb 2023 - Now

Digital transformation is imperative for all businesses, from the small to the enterprise. That message comes through loud and clear from seemingly every keynote, panel discussion, article, or study related to how businesses can remain competitive and relevant as the world becomes increasingly digital.

Accelerating Digitalisation is what we at Making Science are passionate about. We are helping to change how you operate and deliver value to your customers. With our 1500 Experts, across a wide technology spectrum, in 14 countries, we have successfully helped numerous clients to accelerate their digitalisation efforts.



### ● VP & General Manager - Head of Global Sales - Experis (IT Services & IT Talent Solutions)

Experis | Jan 2021 - Dec 2022

At Experis we support the integration of digital technology into all areas of business. Helping to deliver fundamental changes to how our clients operate and how they deliver value to their customers. Experis is a global leader in IT project solutions, and managed services specializing in Business Transformation, Enterprise Applications, Cloud and Infrastructure, Digital Workspace and Cyber Security. Combined with IT professional resourcing,

Experis operates in more than 50 countries and works with over 80% of the Fortune 500 employing 38000 skilled professionals every day on a wide variety of projects and assignments. We combine this with a broad portfolio of consulting and innovative IT services, across the entire technology spectrum.

Responsible for Experis' growth in sales, revenue - including customer experience and offerings across the globe.



- **Vice President & General Manager Global Enterprise Sales**

ManpowerGroup | Oct 2017 - Dec 2020

Responsible for the success of global enterprise clients providing an orchestrated approach-to-market. Transforming sales, service, delivery and client experience. Drive profitable growth and transform the business from a country-based organization into a client centric sales-led and services organization. Managing revenue in excess of \$3.5bn, leading sales, sales enablement, business development and account teams. In a complex matrix across 80 autonomous countries and 4 independently operating brands.

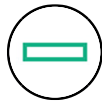
Right talent, available in the right way, is a powerful competitive advantage. That is why we design and deliver technology-enabled, integrated workforce services, solutions and insights. End-to-end, data-driven solutions and services. Including workforce managed services, business process outsourcing and IT services.



- **Global Client Partner - Corporate Strategic Growth Team**

DXC Technology | Sep 2015 - Sep 2017

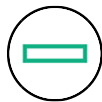
Approached by CSC to be part of a small and select Strategic Corporate Growth Team, reporting into the Executive Leadership team in the US and working with the CEO. Purposed to drive revenue, strategic dealmaking and to transform the business top-down into a sales-led organization.



- **Global Client Partner**

Hewlett Packard Enterprise | Feb 2013 - Apr 2015

At request of GM and the HP CEO stepping into this role. Develop strategy, set direction for teams and ensure successful performance of selected strategic customers, with whom HP had reciprocal global business relationships. Coach, mentor, lead and orchestrate HP resources, external partners and customers through the engagement. Ultimately improving Customer Lifetime Value.



- **Global Managing Director - Nokia Corporation & Nokia Siemens Networks Corporation**

Hewlett Packard Enterprise | Jul 2009 - Jan 2013

Chartered by the GM EMEA to turn around a large global client business. Significantly improved the execution, the top and bottom line, quality of IT services and operations delivered to 2 global blue chip companies across 130 countries. Repurposed 1000+ staff, across EMEA, APAC and Americas, building a new single effective team from a highly matrixed organization. Outperformed business plan yoy. This turnaround had become posterchild inside HP.



- **Managing Director Vodafone UK**

Electronic Data Systems | Aug 2007 - Jul 2009

Appointed by the COO to take over and turn around a loss-making and not performing start-up. Deemed a 'no failure option' because of its critical importance to the EDS corporate strategy. Turned the business (\$170M P&L), into a solid profitable business. Successful also in terms of growth.



- **Global Managing Director - Rolls-Royce Aerospace & Defense**

Electronic Data Systems | Jul 2005 - Jul 2007

Headhunted to take global end-to-end responsibility for \$300M P&L, strategically important, largest non-Government client who globally outsourced 90% of their IT to EDS. Restructured global team, innovating the business model. Model later became the blueprint for the EDS corporation. Conceived and negotiated a deal whereby IT operational savings would be reinvested in solutions adding competitive advantages to the client's business, transforming the relationship from traditional IT ser-

vices supplier to value partner. An innovative way to improve 'bottom line' in a captured market. Key partner and crucial to overall success of Rolls Royce fundamental company transformation; The famous 'Power-by-the-Hour' charging on a fixed \$ per flying hour basis



- **Global General Manager IT Services & Programs FIAT Group**

IBM | Jul 2002 - Jun 2005

Rev €84 billion, number of employees 200.000. They outsourced all their worldwide IT to IBM, across all business domains. Responsible for successful delivery, creation, and transformation of business capabilities across 6 continents, leading large and diverse teams in 100+ countries.



- **Global Transformation Executive Singapore Airlines Group**

IBM | Aug 1999 - Jul 2002

High profile account and strategic to IBM. Responsible for successful and complex transformation. Integrating and transforming 7 very diverse independent globally group companies in to one. Transforming people, processes, and technology across all business domains.



- **Global Transformation Executive Philips Electronics**

IBM | Jul 1996 - Jul 1999

Delivered a complex global digital enterprise transformation. Multiple global divisions of one of the largest electronics conglomerates in the world. Across all business domains, transforming people, processes, and technology.

## Education & Training

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- **Avans University of Applied Sciences**

Bachelor's degree 4yr program,

- **Thunderbird School of Global Management**

Executive Development Arizona US,

2021

- **Massachusetts Institute of Technology**

Executive Program,