

# CURRICULUM VITAE

Maarten van Wijck



## EDUCATION

Oriental Languages and Communication (Bachelor of International Communication) 2011 - 2015

**Zuyd University of Applied Sciences**  
Maastricht, The Netherlands.

- Combining practical applied economics in an East Asian, and in particular Chinese, environment in combination with proficiency of Mandarin Chinese. 2013 - 2014

Advanced Chinese Language Training

**Beijing University of Technology**  
Beijing, China.

HAVO (Higher General Secondary Education) 2005 - 2011

**Markenhage College**  
Breda, The Netherlands.

Various technical courses and trainings e.g. ;

- High Pressure Calibration Workshop at Force Technologies, Denmark.
- Legal Metrology Workshop at NMI, The Netherlands.
- Flomeko International Flow Measurement Conference in Sydney, Australia.
- Designing, commissioning of gas flow meter calibration systems for custody transfer applications.
- Sales & Account Management training at Kenneth Smit.



## WORKING EXPERIENCE

**Sales Manager** April 2018 – Present

**Merford Cabins B.V., The Netherlands**

- As sales manager for Merford Cabins B.V., I am responsible for developing markets in Asia that are not yet fully covered by Merford. Examples include China, South Korea, India, Indonesia and so on.
- Identifying, creating and maintaining of relations with end-users (container terminals), head offices of terminal operators as well as with crane manufacturers e.g. ZPMC, Cargotec, etc.
- Preparing technical and commercial proposals for existing and new operator cabins to be used in container handling applications.
- Conducting during third party inspections and FATs.
- Commissioning of delivered cabins at OEM crane manufacturer or at end-user's site.



## ABOUT ME

*"Working in an international environment that combines commercial, technical and linguistic skills challenges me."*



- Commercially minded
- Linguistically gifted
- Internationally orientated
- Quick and motivated learner



## CHARACTERISTICS

- Passion for sales in a technical environment
- Enthusiastic
- Flexible
- Curious
- Eager to learn
- Strong work ethic



## CONTACT DETAILS



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**GFO Europe B.V., The Netherlands**

- *As sales manager, I have been responsible for setting up and maintaining sales channels for gas flow meters (rotary meters, turbine meters and to some extent ultrasonic gas flow meters).*
- *Assisting in development and testing of an ultrasonic gas flow meter in Korea.*
- *Assisting in obtaining metrological certification as well as PED and ATEX certification for custody transfer gas flow meters.*
- *Part of the marketing strategy was to establish and maintain a network of distributors in the Asia-Pacific region.*
- *Attending and (co-)organizing exhibitions e.g. GAT in Germany and IGU in Paris & Washington D.C..*
- *Technical sales involved giving seminars at NOCs and IOCs e.g. Shell, KOGAS (South Korea), Jemena (Australia), GAIL (India) etc., and providing customers with consultancy on measurement improvements for their natural gas grids (installation & operation improvement as well as Unaccounted for Gas projects).*
- *Preparation and submission of technical and commercial bids for international public tenders.*
- *Conducting third party inspection as well as FATs organized by end-users.*
- *Commissioning of gas flow meter calibration systems for custody transfer gas flow meters.*

**Student Job | Food & Beverages**

Feb 2013 – Oct 2013

**Mise en Place Nederland B.V. , Maastricht**

*Working for an F&B outsourcing bureau for which I worked part time during my time at university.*

- *Barkeeping.*
- *Waiting tables.*
- *Working constantly in different organizations.*

**Student Job | Car Transport**

June 2013

**Easy Way**

- *Transporting cars to end-users.*

**PERSONAL**

*It is my passion to combine multiple disciplines such as commercial, technical and linguistical knowledge in my work.*

*Forming a bridge between Asia and Europe is my passion and closing the gap between the two is what challenges me.*

*Working together in a team to see an idea developing into a business model, which in turn continues to grow is what drives me. Hence, business development in an international context is my passion.*

*I am open in my way of communication, respectful, friendly but also realistic. I believe that being honest with business relations and colleagues will create the best cooperation environment.*

*I have a passion for learning. Indulging myself in new technologies, languages, cultures will keep me focused. I will always try to keep myself updated on the latest developments.*

*References are available on request.*

**LANGUAGE PROFICIENCY**

Dutch	Native
English	Professional
Chinese (Mandarin)	Professional
German, French, Spanish	Intermediate

**COMPUTER SKILLS**

MS Office	Professional
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**INTERESTS**

- *Traveling,*
- *Energy markets and technology,*
- *Languages,*
- *Geopolitics,*
- *Macro-economics,*
- *Cooking,*
- *History,*
- *Organizing events with friends and family.*