

Curriculum Vitae Kees Kuenen



Personal information

Family name:	Kuenen	Address:	Litslaan 13, 2082 GW Santpoort-Zuid The Netherlands
Given name:	Cornelis A.H.B. (Kees)	Telephone:	+31-636153100
Date of birth:	13 October 1963	e-mail:	kuenen@navtrain.com (work) keeskuenen63@gmail.com (private)
Place of birth:	's-Hertogenbosch		
Marital status:	Married, 3 children		
Nationality:	Dutch		

High school education

1975-1983 High school (VWO)

Academic education

1989-1990 Technical University Delft, Operational Analysis

1983-1987 Royal Netherlands Naval Academy

Work experience

- Jan 2014 – Present **Managing Director Navtrain International**
- A Dutch company specialised in providing training and advice for maritime organisations like Navies and Coast Guards
- Oct 2010 - Dec 2013 **Director Marketing & Business Development Naval Systems**
- Responsible for business development trajectories and product marketing of Naval Systems. Managing the BD-department. BD-efforts resulted in being selected by new customers, e.g. the navies of the Philippines, Ghana. In addition I successfully introduced the new portfolio in the market, resulting in my team winning silver award in the prestigious Thales Innovation Games
- Jan 2009 – Oct 2010 **Director Small Systems business line, Thales Naval Division**
- Managing the business line for strategic positioning of Thales naval solutions. I introduced a new segmentation of the market and defined new product-market-combinations. This segmentation was widely adopted in the Thales group
- Jun 2006 - Jan 2009 **Marketing & Sales Director Naval Malaysia & Brunei, Thales Naval Division, Kuala Lumpur. General manager Thales Service centre**
- Concluded several multi million contracts for the navy. Managed the local service centre. Re- established Thales-name in Malaysia

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- Jan 2003 – Jun 2006 **Area Sales Manager, South East Asia, Thales NL, Hengelo.**
- Concluded the first contract ever within the Thales group, for a full Thales mission solution for the Indonesian Sigma corvettes. Several other contracts in the region
- Jan 2001 – Jan 2003 **Commercial Manager, Fokker Space, division Mechanical structures, Leiden, NL (Aerospace & Space industry, now EADS-NL)**
- Contracts for space craft structures and A380 engineering packages
- Jan 2000 - Jan 2001 **Sales Consultant, Siemens, Special Projects. The Hague, NL**
(defence & engineering industry)
- Feb 1997 - Jan 2000 **Regional marketing manager, Hollandse Signaal Apparaten (Signaal, now Thales), Hengelo, NL**
- Mar 1987 – Jan 1997 **Officer in RNLN**
OPS-Officer, PWO-gunnery-officer, watch-officer, diving-officer

Languages

Dutch:	Native language	
English:	Verbal: Excellent	Written: Excellent
German:	Verbal: Good	Written: Basic

Courses

- Thales Operational management course
- Thales Finance for managers
- Communication skills
- Strategic selling
- Writing winning proposals
- Personal skills

Authentic leadership

- People manager
- High interpersonal sensitivity
- Excellent communication skills
- Pragmatic manager, sensitive for processes within an international company

Hobby's / Sport

golf, sailing, hockey, running, Music, classical & jazz Travelling