

Name Joey de Vries
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 Sex Man
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Profile

Joey is a real entrepreneur, he likes doing new things, developing, improving, and increasing his knowledge and businesses. In a new environment, he quickly makes things his own, and where possible he likes to automate, improve or optimize things. He has done this within his own company CBJ International Trading Corp. where he has developed from the ground up an organization that is allowed to work with many Fortune 500 companies.

Challenge is important to Joey, in this he can develop himself and stay busy without there being a moment when he has to sit still. He finds it important that there is an environment that has the same approachable attitude or that he is allowed to motivate and direct this.

A truly studious entrepreneur at heart who knows how to tackle and motivate!

Education & Courses

Name Course & Certificate

Lean Six Sigma Yellow Belt Certification – LCS – aa39dbe8-60f3-4974-85b5-9b9c861b24d1	<i>Achieved</i>
Analyzing Company Performance using Ratios – Coursera – 9LR9ETLZTN5M	<i>Achieved</i>
Discounted Cash Flow Modeling – Coursera – 3P78R78FA9DE	<i>Achieved</i>
Responsive Web Design - HTML and CSS - Freecodecamp	<i>Achieved</i>
Stock Valuation with Comparable Companies Analysis – Coursera – UU5LCXUL8NGN	<i>Achieved</i>
Introduction to Negotiation: A Strategic Playbook for Becoming a Principled and Persuasive Negotiator – Yale/Coursera – 2HY3R43VLKG6	<i>Achieved</i>
Business French – HU	<i>Followed</i>
Commercial leadership – HU	<i>Achieved</i>
English CEF B2 – Hogeschool Taal	<i>Achieved</i>
Dutch CEF C1 – Hogeschool Taal	<i>Achieved</i>

Name Education

Entrepreneurship & Retail Management – HR – start in year 3 2022	<i>Pursuing</i>
Minor Globalizing Business – HU – 2021	<i>Achieved</i>
Entrepreneurship & Retail Management – HU – 2017 tot 2022	<i>Propedeuse</i>
HAVO E&M – OLZ – 2012 tot 2017	<i>Achieved</i>

Languages

	Speaking	Writing
Dutch	Mother tongue	Mother tongue
English	Professional	Professional
French	Basic	Basic

Work experience

09/2021 – Present **Sales Consultant**

Brunel Netherlands

Brunel is one of the largest business service providers within the ICT sector, specializing in consultancy, project implementation, and the most well-known secondment. From offices all over the world, Brunel creates a network of specialists who are pioneers in their field, while Brunel offers clients a partner role to be able to advise them in the best possible way.

Responsibilities:

- Responsible for building, managing, and expanding our customer base;
- Support and partner for clients;
- Recruiting and hiring specialists;
- Guiding, Directing, and developing cloud specialists;
- Advising clients on cloud infrastructure solutions and opportunities;
- Reporting sales activities;
- Develop and manage initiatives;

Skills: Microsoft Azure · IT Operations · IT Outsourcing · IT Recruitment · Cloud Computing · Time Management · Strategic Partnerships · International Business · Relationship Building · Recruiting · Organization Skills · Sales Management · Business Development · Sales Processes · Teamwork · Sales · B2B · Agile Methodologies · Lean Six Sigma · Microsoft Word · Microsoft Excel · Microsoft PowerPoint · Microsoft Outlook · Leadership · Negotiation · Account Management · Analytical Skills · Business Strategy · Consulting

Worked as Junior until 31/12/2022 and as medior until present

05/2020 – 06/2021 **COO en Co-Founder**

CBJ International Trading Corp.

CBJ International Trading Corp. is a minority supplier within the promotional products industry. The aim is to offer products of the highest achievable quality that are functionally useful. Products are developed and produced all over the world and are mainly sold within the USA and Canada.

Responsibilities:

- Develop a business plan and strategic objectives;
- Developing, improving, and producing promotional products;
- Setting up the entire supply chain;
- Manage, maintain and participate in the development of the webshop;
- Creation of a brand new backend for the management of the company (Eg: sales dashboard, supply chain dashboard, SKU automation, and other Excel or automation systems.);
- Maintain and adjust weekly, monthly and annual targets;
- Maintain and expand business relationships;
- Managing the company on an operational level;
- Developing new processes and automation;
- Supporting sales and presentations to customers;
- Negotiating, establishing, and executing contracts;
- Drafting and implementation of SLA, agreements, and CSR policy.
- Conduct audits on a regular/unexpected basis;

Skills: Time Management · Strategic Partnerships · International Business · Relationship Building · Organization Skills · Sales Management · Business Development · Sales Processes · Teamwork · Entrepreneurship · Management · Sales · B2B · Search Engine Optimization (SEO) · Photoshop · Microsoft Word · Microsoft Excel · Microsoft PowerPoint · Google Analytics · Adobe Illustrator · Adobe Photoshop · HTML · Leadership · Negotiation · Account Management · Analytical Skills · Cascading Style Sheets (CSS) · Business Strategy · Consulting · Responsive Web Design · Accounting

09/2017 – 07/2020 **Owner**

Keyleaner

Keyleaner is a wooden magnetic key holder that combines functionality and style. CSR is a top priority in this regard and a product has been developed in collaboration with Amfors that gives back to people with a disadvantage on the labor market.

Responsibilities:

- Develop, design, and production of a magnetic key holder;
- Presenting and selling products to B2C and B2B;
- Acquiring and informing shareholders;
- Creating, maintaining, and improving a functional webshop;
- Develop a business plan and strategies;
- Improving supply chain;
- Maintain and expand business relationships;
- Working in a socially responsible manner;

Skills: Relationship Building · Organization Skills · Sales Management · Business Development · Sales Processes · Entrepreneurship · Management · Sales · B2B · Search Engine Optimization (SEO) · Photoshop · Microsoft Word · Microsoft Excel · WordPress · Microsoft PowerPoint · Adobe Illustrator · Adobe Photoshop · HTML · Negotiation · Analytical Skills · Cascading Style Sheets (CSS) · Business Strategy · Responsive Web Design · Accounting