

## Curriculum vitae

Name Joey de Vries  
Residence The Netherlands  
Gender Male  
Nationality Dutch  
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## Profile

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Joey is a driven young entrepreneur who is passionate about innovation and creating value in new environments. With a keen eye for improvement and growth, he has a track record of successful initiatives in the field of international cooperation and process optimization. His experience at CBJ International Trading Corp. is a testament to his ability to build and thrive an organization from scratch, resulting in partnerships with leading Fortune 500 companies.

Challenge is essential for Joey; It drives him to constantly develop and move forward. He thrives in a dynamic environment where he can motivate and direct others to embrace the same approach. As a true pioneer, he is always looking for new ways to improve processes and innovate, with a special passion for international environments and diverse cultures.

With his energy, entrepreneurial spirit, and commitment to innovation, Joey is a valuable asset to any organization striving for growth, progress, and international impact.

## Education & Courses

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### Course Name & Certificate

Salesforce Certified AI Associate	<i>Achieved</i>
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 – Yale/Coursera – 2HY3R43VLKG6	<i>Achieved</i>
Business French – HU	<i>Followed</i>
Commercial Leadership – HU	<i>Achieved</i>
English CEF B2 – University College Language	<i>Achieved</i>
Dutch CEF C1 – University of Applied Sciences Language	<i>Achieved</i>

### Education

Entrepreneurship & Retail Management – Rotterdam University of Applied Sciences	<i>Achieved</i>
Minor Globalizing Business – HU University of Applied Sciences Utrecht	<i>Achieved</i>
Entrepreneurship & Retail Management – Utrecht University of Applied Sciences	<i>Propaedeutic</i>
HAVO E&M – Openbaar Lyceum Zeist	<i>Achieved</i>

## Languages

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	<b>Speak</b>	<b>Written</b>
Dutch	Mother tongue	Mother tongue
English	Fluent	Fluent
French	Basis	Basis

## Work experience

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### 09/2021 – Present **Sales Consultant**

*Brunel Nederland B.V.*

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

#### *Responsibilities:*

- Responsible for building, managing and expanding our own customer base;
- Support and partner for clients;
- Recruiting and hiring specialists;
- Supervising, managing and developing cloud and M365 specialists (direct 15 FTE, excl. 15 FTE in community);
- Analyzing customer needs and translating these needs into practical solutions;
- Contribute to the creation and execution of strategic sales plans, with customer needs at the center and translated into appropriate cloud solutions;
- Organization and presentation of IT Interactives, webinars and classroom technical training;
- Participate in tenders;
- Preparation and provision of reports;
- Developing and managing initiatives (such as a global collaboration tool within SharePoint, accelerated visa procedure and customer visualization flowchart);
- Responsible for sales and maintenance of projects, consultancy and outsourcing services within the cloud and M365 environment;
- Guiding and advising clients during brainstorming, budgeting and execution of projects within Copilot;
- Constantly developing myself in the field of the latest technologies within the cloud and M365;
- Passion and task to improve processes, set up new propositions and projects and guide them from start to finish.

**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 a Junior until 31/12/2022 and as a mediator until now.

### 05/2021 – Present **Copilot Proposition Manager**

*Brunel Nederland B.V.*

As Copilot Propositions Manager at Brunel, I was responsible for developing the Copilot proposition, working closely with specialists to create a bespoke solution. Now I advise customers and internal sales teams on how to get the most out of the Copilot solution. In addition, I manage key contacts with Microsoft to ensure that the proposition continues to align with the latest technologies, while overseeing the timely delivery of ongoing projects.

**05/2020 – 06/2021 COO and 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 possible quality that are actually functionally useful. Products are developed and produced all over the world and mainly sold within the USA and Canada.

*Responsibilities:*

- Developing 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;
- Creating an entirely new backend for the governance of the company (e.g.: sales dashboard, supply chain dashboard, SKU automation and other Excel or automation systems.);
- Tracking and adjusting weekly, monthly, and yearly goals;
- Maintaining and expanding business relationships;
- Analyzing operational results and identifying opportunities for process improvement;
- Leadership in designing and implementing efficient business processes, resulting in improved operational performance and customer satisfaction
- Developing new processes and automations;
- Supporting sales and presentations to customers;
- Negotiating, setting up and executing contracts;
- Drafting and implementing SLA, agreements and CSR policy;
- Perform on a regular/unexpected basis of audits.

**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 brings functionality and style into one. CSR is of paramount importance and a product has been developed in collaboration with Amfors that gives back to people who are at a disadvantage in the labour market.

*Responsibilities:*

- Developing, designing and manufacturing magnetic key holder;
- Presenting and selling products to B2C and B2B;
- Acquiring and informing shareholders;
- Creating, maintaining and improving a functional webshop;
- Developing a business plan and strategies;
- Improving supply chain;
- Maintaining and expanding 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