




PERSONAL

 Delft, Netherlands

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 Philippe_scheffer@hotmail.com

 16 November 1979

 Married, 1 Son

 Nationality Dutch

Skills

Good communicator

Interpersonal skills

Team player

Go-getter

Commercial insight

Honest

Patience

Languages

Dutch

English

Portuguese

PROFILE

“I have more than fifteen years of commercial experience in various sales positions in the industrial sector. And through the years I have helped companies with small customer base to grow their sales by implementing effective sales and marketing strategies. I have expanded business opportunities with existing customers and explored the needs of potential customers to respond to that demand. I'm driven to have an excellent service-oriented customer relation. I am able to quickly build rapport with internal and external stakeholders in a mutual trustworthy relation.”

Now after living abroad and going through the experience of not understanding a native language and not being understood and knowing how it feels when you can't express yourself correctly in another language.

I now have found my passion in teaching English and Dutch as a second language. There's nothing more satisfying to help people and to see them grow and develop.

Employment History

Dutch as a 2nd language Teacher

Free-lance Teacher Tobias language school | Groningen NL | November 2022-present

My role as a Free-lance Dutch teacher is to help the student master and understand the Dutch language and prepare them for their exams

English as a 2nd language Teacher

Self-employed/Private Teacher | Fortaleza BRL | Mei 2022-present

My role as a private English teacher is to help the student gain confidence in understanding and mastering the English language

2nd Language Teacher English and Dutch

Gringo Linguas | Fortaleza BRL | September 2021 – April 2022

Language school with headquarters in Fortaleza, the capital city of the state of Ceará, in the Northeast of Brazil. The schools located in

the kite-surf paradise Cumbuco and in the dynamic Port of Pecém where many international companies are located.

Sales Manager/Sales Representative

PPE Services | Rotterdam | April 2017 – December 2018

PPE Services is a manufacturer and specialist in fire-retardant workwear and worldwide distributor of the Dapro brand. My activities included:

- Account management / relationship management of national and international (key) accounts.
- Expansion and maintenance of the current customer base by devising and implementing sales and marketing strategies.
- Ensure that the brand Dapro gets more name recognition and the demand from the market increases.
- Managing internal office, supervising tenders, quotations and order processing.
- Responsible for setting up the export PPE catalogue and putting together and selecting the PPE products and suppliers

Sales Manager

Safety Task | Spijkensisse | March 2013 – March 2017

Lead the start-up of a new company to sell personal protective equipment. Achieved business and growth of the company through:

- Building a new customer base and implementing sales strategy by, for example, looking for sales partners to promote business win-win situations
- Develop marketing strategies
- Develop and implement new purchasing strategy by selecting key strategic suppliers, who can provide a fast and reliable supply chain for Safety Task customers
- Frequent communication and negotiations with suppliers and customers
- Product selection / stock
- Management, Hire and train new staff
- Managing and motivating the team
- Financial administration
- Guiding and issuing quotations

Recent Courses

- Social Marketing SENAC Brasil | Dec. 2020
- Negotiation strategies SENAC Brasil | Sep 2020
- Store management SENAC Brasil | Oct 2020
- International Sales/Promotion and Negotiations SENAC Brasil | Jan. 2021
- Udemy course History of USA | April 2021
- Udemy course History of the Middle East | March 2021
- LOI Dutch Grammar 4F | March 2022
- English Grammar for teachers UCL | Jan 2023
- How to teach English Pronunciation | feb 2023
- TEFL Academy Level 3 | April 2023
- Teaching Business English | may 2023
- TEFL Academy Level 5 | November 2023
- Cambridge C1 English | January 2024

Sales Representative

GSA safety Trading BV/ Safety Shop | Maasvlakte | January 2010 – March 2013

Company that is engaged in the sale of personal protective equipment (PPE) and industrial supplies aimed at projects at the Port of Rotterdam.

I was responsible for the startup of this new Safety Shop and my main tasks were:

- Acquisition by building a new customer base
- Creating a one stop shop mainly aimed at facilitating business for international subcontractor
- Implement sales strategy by looking for sales partners to promote business win-win situations
- Develop and implement new purchase strategy by selecting key strategic suppliers, who can provide a fast and reliable supply chain for GSA's customers
- Order processing and issue quotations

Sales Representative

Novo Safety | Maasvlakte | January 2009 – January 2010

Business unit of Pronk Isolatie BV that is engaged in the sale of personal protective equipment (PPE) and industrial supplies aimed at the local market and the insulation industry.

Developing sales in the Isolation market through:

- Acquisition, building a new customer base, aimed at partners and customers in the insulation industry
- Selection of suppliers, Purchasing and inventory management • Issue quotation order processing
- Marketing / communication with suppliers and customers

Customer Service

Groeneveld Agenturen en handelsonderneming Vof | Hellevoesluis 2003-Jan 2009

Trading company that focuses on selling Personal Protective Equipment. Activities:

- Issue quotations Order processing
- Customer service Expand customer base through cold calling
- Start up and manage online web shop

INTERESTS

- Martial Arts/Sports
- Passion for Music
- Books Fiction and non-Fiction
- History
- To Travel

ICT Knowledge

- Microsoft office

Education:

- Havo, CSG Jacob van Liesveldt, Hellevoetsluis 1994 – 1999
- Nevi 1, 2011 Followed complete training without exam