

Serge Vandervorst
Curriculum Vitae

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Serge VANDERVORST.
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A) Professional objective.

High level operational responsibility, in a dynamic company, with high level of added value and important technical content.

Consulting in export and setting up sales networks abroad

Consulting in industrial strategy for corporate development, through acquisitions or internal growth.

Consulting in IT and wired or wireless networks

B) Professional profile.

Leader, strategy minded, organiser, changes and evolution manager.

Permanent bias towards action, market place and people.

Multi talented in all fields of management.

Creative, negotiator, large international experience.

C) Professional experience.

a) 07.71-12.76 : Université Libre de Bruxelles. (Brussels University)
MD in Chemistry, Assistant and research fellow in solid state physics and cryophysics. Setting up of a new research laboratory on electrical and magnetic properties of superconductors.

b) 01.77 - 12.89 : DIAMANT BOART SA in Brussels.

Functions :

1) 01.77-12.79 : Research & Development.

Responsible for studies on diamond drilling products for mining and petroleum drilling.

Realisations : Creation of a team of researchers, definition and implementation of new products and of a new production unit, all of world wide reputation.

2) 01.80-12.87 : Commercial and Strategic Management.

Division deputy manager, in charge of research on drilling equipment for mining exploration and public works, of production of, and all commercial matters related to this equipment.

Realisations : Definition of a geopolitical, macro economical and product/markets strategy. Solution of internal personal conflicts, Setting up of a powerful, efficient team. New product creation. Implementation of sales networks in Europe, North America, Australia and Middle East. Increase of turnover (1979 : US\$ 10 M. ; 1987 : US\$ 19 M.) and market share world wide.

3) 12.87-02.88 : Group Strategy.

Animating a group involved in strategy analysis regarding the future of the mining exploration division. Proposition to the group president of the acquisition of a Swedish competitor (Craelius AB). Setting up of a business plan for the new merged company.

4) 01.88-03.89 : Commercial and Corporate Management.

Commercial director of the Diamant Boart Craelius group, with operations responsibilities in : Belgium, France, Canada, Australia (affiliated companies), and in : Greece, Argentina, Mexico, Iran, Zaire, North Africa (agents or distributors). Board member of the French, Canadian and Australian affiliated companies.

The annual turnover of the group in 1989 is US\$ 40 M.

5) 03.89 - 12.89 : Corporate R&D, Marketing, Strategy.

Group director in charge of research, development, strategy planning, strategic and operational marketing for Diamant Boart Craelius.

Establishment of development lines (Product/markets, new developments), of pricing strategy, of an information network on markets and competition intelligence.

c) 05.90 - 12.90 : SIGMA COATINGS in Manage, Belgium (part of the Petrofina group).

Commercial and technico commercial responsible for the division in charge of paints for pre lacquered steel and aluminium (coil coating).

Turnover : US\$ 30 M., return on net invested capital : 7.5%

d) Since 1991 : Owner – Managing Director of a small company (SV Consult sprl),

1) specialised in the field of strategic decisions concerning export and sales networks. Particular experience in fields related to mineral exploration and public works drilling, with a vast experience in Europe, Middle East, some Asiatic countries, Canada, Australia and South Africa.

Supply of diamond tools and coring equipment for geotechnical and mineral exploration throughout Europe.

2) Maintenance, upgrade, set up and advice for computer hardware, software and networks.

3) Since 1999, long term mission with Dumont Instruments SA, a Brussels based company specialized in small rotary diamond instruments for the dental industry. In charge of new products and industrial applications developments.

TO: 2.5 Mi €

Administrator of E-Parkos, spin off of Brussels University, using home designed algorithms for producing knowledge management assistance programs.

D) Studies.

a) Academic.

Master in chemistry (Brussels University, 1971)

PhD in Physics. Not completed because of employment in Diamant Boart.

Publication : Flux Quantisation in Superconductors. Am. J. Phys, June 1972.

b) Additional studies.

Financial analysis for non financial management (IAG, 1988).

Strategic marketing, industrial strategy, personnel motivation, meetings management, objectives and priorities definition, (personal readings and seminars in IAG).

c) Computing skills.

MS DOS, MS WINDOWS 9X, NT, 2000, XP, 2000 /2003 Server.

EXCEL (spreadsheet).

DBASE and ACCESS (data base management).

WORD (word processing), POWERPOINT

MS PUBLISHER, QUARK Xpress (desktop publishing), PHOTOSHOP.

INTERNET (configurations and site design with FRONTPAGE)

NETWORKS (wired and wireless)

Usage of large information systems (European Space Agency (patents), Questel (Patents), Scan a Bid (international tenders)).

E) Languages.

French : Mother tongue.

English : Excellent knowledge.

Dutch : Good knowledge.

German : Passive knowledge (reading and simple conversation), in process of improvement.

Persian and Classical Arabic : limited knowledge, including reading and writing.

F) Personal information.

Born June, 12, 1949.

Military service : In a war gas laboratory. Personally in charge of NATO inter laboratory studies on in situ characterisation of nerve gases.

Sports and hobbies : Sailing, reading, music (baroque, contemporary, jazz).