

## **RESUME – CV**

### **Jan-Willem Paijens**



jwp.holland@yahoo.com  
**(+66) (0)81 256 9162**

Senior management professional with a background in sales and marketing, journalism and banking. I am a Dutch national with two law degrees and a career based primarily in Southeast Asia since 1992. My skills fit an executive-level role, for example a Sales & Marketing Director or strategic advisory role to a CEO within an SME with an established office in Southeast Asia; whether a locally based company or organization with a base in the region. I am adept at seeking out opportunities to help companies stay competitive in fast-changing markets; a role I have successfully explored within Southeast Asia.

Based on my experience I am interested in a position in S.E. Asia or The Netherlands with a dynamic, and internationally orientated company. My skill set, international experience and background within ASEAN affords added value to companies with local Asian and expatriate staff as well as locally based branches of multinational enterprises.

#### **Education**

MCL Master's Degree in Comparative Law (US)

MsL Master's Degree in Dutch Civil Law (Netherlands)

#### **Strengths & Skills**

- Customer focused with a hands-on management style
- Results-oriented professional, with 2 decades of Sales & Marketing experience (B2B & B2C)
- Experienced in international work environments and sensitive to cultural diversity
- Conscientious, committed and reliable
- Flexible, team player, and keen to explore new opportunities
- Excellent writer of reports, articles and marketing material
- Fluent in English and Dutch and moderate proficiency in German and French
- Moderate proficiency in Thai language

## **Employment History**

### **2012-2016 Country Manager for the Philippines, WellTech HealthCare Co., Ltd, Bangkok**

Thai regional company supplying insecticides to the Public Health Sector in Thailand and within Southeast Asia, mainly for malaria and dengue control projects. Worked closely with the CEO on day-to-day operations, visiting distributors, evaluating performance, overseeing logistics and assisting with FDA registrations.

### **2010-2012 Founder, Asian Legend**

My personal initiative to develop E-commerce Thai handicrafts business retailing to western markets. Sourced artisans and suppliers, set up and compiled the company website and dealt with all aspects of running a small business.

### **2008-2009 Commercial Manager, WellTech HealthCare Co., Ltd., Bangkok**

Worked closely with the CEO as his senior advisor, assisting with the day-to-day operations and customer management and relationships. Supported development in new markets as well as dealing with distributors and all aspects of business management.

### **2006-2008 Project Consultant, UNDP regional office, Bangkok**

Worked with the UN's office in Bangkok on the UN's Common Service strategy, a six-month-long project harmonizing services to create a more cost-effective organization. Conducted consultations and surveys, designed workflows and ToRs, identifying potential efficiency gains and solutions.

During this period, I also worked as a Management Development Coach with Central Hotels staff and as a Researcher for a boutique hotel project offering on-the-job training to underprivileged youngsters.

### **1995-2006 Senior Sales & Marketing Manager, Siamdutch Mosquito Netting Co., Ltd., Bangkok**

Leading manufacturer of mosquito nets supplying malaria control projects in Asia and Africa, high-profile INGOs as well as retail and wholesale markets in the West. Developed country-specific sales and marketing strategies, establishing agents and distributors and managed logistics along with developing and sourcing products.

### **1992-1995 Foreign Correspondent (print & broadcast), Bangkok**

Reported on fast-growing Asian economies to media in The Netherlands, gaining an in-depth understanding of global markets and socio-economic and political situations.

### **1986-1991 Account Manager, Pierson, Heldring & Pierson, Amsterdam**

Advised the Dutch merchant bank's portfolio of high-net-worth clients, developing a core knowledge in the working of high-finance and financial markets along with the impact of economic and political developments across the globe.

## **Personal Interests**

I am an active, sociable and inquisitive person who likes to keep fit with Pilates and hiking. I have climbed the Kilimanjaro and more recently I have walked the Camino Santiago de Compostela pilgrimage route in Spain. I have been involved in several voluntary activities in Thailand, including being a former Member of the Board of the Peter Donders Foundation which sponsors leprosy control projects in Southeast Asia. This year, I volunteered with Ban Adri, a Dutch NGO in Thailand offering shelter for Thai vocational students

***References Available on Request***