



Harry J.A. Wijnhoven MSc

Veldhoven, Holland

"In reality, only the result counts"

Do you dare to consider everything from a different perspective?

Harry Wijnhoven MSc offers coaching and training services to individuals and teams including CEOs, Executive Board members, senior and junior managers and their employees. This can be on either a personal or corporate level and in the profit or non-profit sector. He is also an interim manager.

His strength lies in the coaching and training of people who are involved in the following areas: human resources, education, ICT, real estate, sales, manufacturing, finance, legal services, marketing, business acquisitions, family business issues, change management and facility management.

He makes use of the knowledge he has gained in his university studies in Business Administration as well as his 32-year experience as a very successful entrepreneur.

Harry offers paid services (e.g. personal / mental coaching, mediation, training, etc.) to Shareholders / Directors / BOD / Managers / Fortune 500 people and their partners, generating profit so that he can help people who cannot afford it (such as poor parents, asylum children, homeless people, long unemployed people and other unfortunate ones) with free training, treatments, coaching etc. It is a kind of Robin Hood-principle but without the stealing part :). This gives him many happy moments.

History

After studying business economics at Tilburg University, Harry spent two decades at the top of entrepreneurial Netherlands as the CEO of his own IT company and until 2004 of Paradigit Computers BV, an IT company with 425 employees. He knows from experience the tensions a top position may entail. In his view, holding a top position is akin to performing top level sports. In fact, Harry is presently coaching a high jumper – obviously, not to teach him how to jump higher, but to work on his

mental strength so that he will jump one inch higher than his rival in the next match. The effect of a coach is not visible to anyone, yet it is present. That is the spirit he wishes to instill on senior executives as well: taking just that little extra step to be ready for the next challenge in the game and in the business world.

Receiving coaching or training means being prepared to set objectives and working very hard in order to achieve these, and being OK with 'getting your ass kicked' occasionally. *"There is only one person you should manage and guide, and that is yourself."*

Not clear about what you really want from life?

You'll know what you want when you learn how to think outside the box

Darel Rutherford

Core competencies Harry Wijnhoven

1. **Experience expert:** With a Master in business administration and as a coach / trainer, plus from his 26-year experience as a DMS of an IT company and MD (until 2004) of a company with 425 employees, he knows exactly what is going on, both on process- and on human level.
2. **Specialised:** In short and powerful tracks with high ROI CEOs, directors, board managers and (top) managers of coaching and training.
3. **No-nonsense/result-oriented:** Harry's point: wanting something without choosing is choosing not to get it. Reaching operational excellence with the Coachee from both a personal a business perspective.
4. **Free style:** *It's not about the methodology but about the final results.* He uses a wide range of interventions which are tested in practice. He is provocative and makes use of NLP, RET, Logo technique and PMA (a revolutionary new neuro-scientific coaching method from the U.S.) and his 'mother wit' (in Dutch: GBV, Gezond Boeren Verstand) training.
5. **To the point:** "You ask, I deliver". You don't choose coaching as a luxury, but when it is necessary. Taking full responsibility for your own life and being proactive leads to change. As a coach, he aims to make himself redundant as soon as possible.

Extensive Curriculum Vitae:

PERSONAL DETAILS

Name: Harry J.A. Wijnhoven, MSc
Date of birth: 19 October 1961, Eindhoven, the Netherlands
Marital status: Married for 32 years, with two fine daughters (20 and 23)
Nationality: Dutch
Mobile number: +316-53312831
Email address: harry.wijnhoven@w-cair.nl

EDUCATION

- 1988: Tilburg University: Master of Economics, Business Economics specialization (Corporate Finance, organizational sciences, cost price, quality of pedagogical and didactic note and coaching philosophy).
- Auditor ISO 9001 training
- Breakthrough training
- Transformational Leadership training
- 'Mother Wit' (in Dutch: GBV, Gezond Boeren Verstand) training

WORK EXPERIENCE

- 1983 – 2001: Established Phaser Automatisering BV. This company delivered hard- and software and automation services to education/government institutions throughout the Netherlands.
- 1983 – 1995 (extra): Part-time teacher of business economics at Eckart college secondary school in Eindhoven (HAVO/VWO).
- 2001 - 2004: On 1 January 2001, I sold my company to Paradigit Computers BV. Paradigit was then the largest computer manufacturer of the Netherlands with a turnover of €70 million, 425 employees and 14 locations. I served as the General Director together with two other founders. Responsibilities included HRM, personnel and organization, finance, marketing, company takeovers, automation, trainings, purchasing/sales/rental of real estate, back office and facility management, ISO 9000. Retired as of January 2004 to start a new company.

- Personal/mental/business coaching services to various board members/CEOs/directors/managers ranking among the top of executive Netherlands. I specialise in coaching people who work at Fortune 500 listed companies.
- Interim manager: Thanks to experience as a CEO in the acquisition of several companies (whether or not from bankruptcy), able to deal with resistance in a very pragmatic way, which entails changes, reorganisations, and crisis management both in the profit and the non-profit sectors.
- Co-author of “Het Handboek voor Coaching” (The Handbook of Coaching). A book full of methodologies, models, techniques and forms of professional coaching for professional coaches, managers and HR managers.
- Providing training/lectures on human resources issues.
- Providing training/lectures on change management and culture shifts.
- Providing training/lectures on authenticity in the worlds of education and banking.
- Coaching and emotional guiding of CEOs of family businesses during the transfer of leadership/shares to the children and coaching the children (new leaders) themselves.
- Providing sales/marketing training and lectures.
- Interim COO at various companies/institutions.
- Presenting Master classes on change management, transition processes, operations, culture, crisis management etc. to businesses throughout the Netherlands.
- Director/shareholder of coaching agency W-cair BV (see: www.w-cair.nl).
- Owner of Human-cair, providing trainings/lectures on stress management (see www.human-cair.nl).
- Co-owner of E-Bike Netherlands, a Dutch bicycle company offering an extensive selection of electrical bicycles (see www.elektrischefietsen.nl).
- Co-owner of Prosperity Partner: a company that provides the missing link in the well-being of people who are on the lookout for a suitable partner by bringing together supply and demand (see www.prosperitypartner.nl).
- Co-owner of RECOP, a company that creates profit improvement in the retail business (see www.recop.nl).
- Co-owner of Robbins & Haywin: an organisation which optimises businesses so they can always fall back on a stable (profit) basis (see www.robbinshaywin.nl).

AVAILABLE AS:

Turnaround business restructuring manager, business economist, crisis manager, management consultant, director, mediator, business transfer counsellor, integrity manager, interim

director/COO/CEO/manager, CHO (Chief Human Officer), executive coach, problem-solver, realist, inspirer.

SIDE ACTIVITIES:

- Member of the Advisory Board/Director/Chairman at various real estate funds and foundations.
- Member of the Board of ‘Stichting Brain Break’, a foundation with a mission to ensure that parents with children who are affected by complex psychiatric and neurological disorders are helped quickly.
- Coaching homeless people/poor people/asylum children to get a hold on life again.
- Registered coach in Global Resources and Human Capital Solutions.
- Providing lectures/training/workshops on a national level for all kinds of businesses. On <http://www.sprekersplatform.nl/spreker/harry-wijnhoven/>, a brief biography including specialisations.
- Part-time guest lecturer at Fontys Hogeschool Eindhoven (higher vocational school) MER (Management, Economics and Law) department on Property and Real Estate and Small Business Retail Management.
- Registered at the “Nederlandse Orde van Beroepscoaches” as one of 350 registered coaches in the Netherlands (see: www.NOBCO.nl). As one of the 25 top coaches of the Netherlands, a member of Coaching Nederland BV. Also one of the 6 executive coaches in the Executive Department at NOBCO.
- Founder of the ‘Mother Wit initiative’ (In Dutch: ‘Gezond Boeren Verstand Initiatief’ GBVI).
- Part of a select group of ‘Inspiring Leaders of the Netherlands’ who meet twice a year for a dialogue about (transformational) leadership.



CHARACTERISTICS/CORE COMPETENCIES:

- My leadership style is characterised by setting norms and values based on serving with authenticity and with integrity and coaching for leadership. Also being *tough and direct, with respect, in crisis and conflict situations*.
- Certainly the combination of a commerce/market-oriented approach with social integration e.g. in non-profit organisations and monitoring the integrity.
- Integrity, Authenticity and Congruence. I live the example myself.
- Experience on the process, organisational and human level.
- No-nonsense, result-oriented, on the button and to the point.

- As a business economist and a CEO who has completed all aspects of the establishment and continuation process of a company, I am a generalist who can also think small and can act like a client/consumer.
- I inspire, enthuse AND confront.
- Leader and Manager.
- Getting stakeholders lined up.
- I function best when there are difficult problems/challenges, especially where human resistance and communication problems play a role. These are always (part of) a reason why turnaround/restructuring/(crisis) management may fail.
- **I always go for operational excellence.**
- **A real out of the box thinker who can separate the main from the side issues in a short time (helicopter view).**
- My ethical and normative qualities are very high.
- **I am constructively outcome-oriented (I always go for a structurally higher ROI in the shortest possible time)**
- The ideal sparring partner.
- A pragmatist.
- **I intervene both efficiently and effectively**
- Real and in-depth knowledge of people.
- A high degree of self-reflection.
- 32 years of experience as a successful entrepreneur.
- A management generalist, but in certain areas a functional specialist (eg. CHO, CIO, HR Manager, Integrity Manager, Turnaround business restructuring Manager, Crisis Manager), both in the profit and non-profit sector.

In real life, only the result counts.

HOBBIES/SPORT:

- Playing indoor soccer
- CliniClown
- Golf (in a relaxing way)
- Driving a motor and a trike ('Born to be wild' ☺).
- Chairman at MCMC (a unofficial leisure activity called Motor Club Midlife Crisis ☺).
- Being fully responsible for my own (work)life and thus enjoying life.

MEMBER OF:

- Chairman of prosperity foundations
- Co-director of various other foundations

PUBLICATIONS

- Book: ‘Handboek voor Coaching’ (Handbook for Coaching).

RELEVANT KEY-ACHIEVEMENTS SUMMARY:

- 1983-2004: Turnover in hard- and software from €0 to €65 million and profit from €0 to €10 million.
- 1983-2004: Sales in services from €0 to €5 million.
- 1983-2004: Created and managed vision, mission, strategy and policy issues.
- 1983-2004: Organisational growth from 1 employee to 425 employee including arranging the entire HR structure and working conditions.
- 1983-2004: Complete design of the administrative organisation (AO).
- 1983-2004: Created, organised and implemented the Sales & Marketing plan.
- 2001-2004: Set up and optimised the computer assembly line, which increased production by 25 percent.
- 2000-2004: Acquisition of various companies allowing them to be profitable again.
- 2000-2004: Guided and optimised the synergies between the acquired companies and the parent organisation.
- 2003: Established the Works Council.
- 1995-2004: Optimised accommodation expenses by purchasing and/or renting of properties worth €20 million leading to a 15% decrease in costs.
- 2003-2004: ISO certification fully implemented.
- 2004-present: Provided HRM training so the staff turnover decreased and motivation increased.
- 2005-2006 – Interim: Guided the reorganisation of the education department at Fontys University, which increased productivity.
- 2004-present: Marketing & Sales training increasing sales and profit by at least 10%.
- 2007-2009 – Interim: Helpful at start-up, purchasing and co-managing of a property portfolio in Germany worth €200 million. Successfully completed.
- 2004-present: Teaching Master classes to entrepreneurs helping them to increase the stability of their companies/institutions significantly.
- 2008-2009 – Interim: Involved in the reorganisation of a large German project development/construction company in Leipzig so sales increased by 60%. Partially completed successfully.

- 2007-2008 – Interim: Involved in the refinancing of real estate worth €130 million. Partially completed successfully.
- 2007-2009 – Interim: Reorganised and optimised a luxury car company (Bentley, Ferrari, Audi) so sales and profits increased. Successfully completed.
- 2008 – Interim: Organisational and legal support in the process of splitting 9 GmbHs. Partially completed successfully.
- 2007-2009 – Interim: Involved in the establishment of real estate funds with €15 million in private equity. Successfully completed.
- 2007 – Interim: Assisted in a merger at a healthcare facility which increased employee satisfaction.
- 2007-2009 – Interim: Optimised a real estate company so management costs decreased by 20%. Successfully completed.
- 2007 – Interim: Assisted a care facility in a merger. Successfully completed.
- 2008 – Interim: Led reorganisation after near-bankruptcy of a fireplaces manufacturer. Successfully completed.
- 2008: For NV Rede, I guided starters. The result is that 80% of these companies have been profitable.
- 2008 – Interim: Consulting for a high-end restaurant. Customer satisfaction increased by 30%.
- 2008 – Interim: Assisted in the retirement of a partner at a large accounting firm. Successfully completed.
- 2008-present – Interim: Guided the management of Grip BV on an organisational and HRM level so sales increased by 50% and profit by 25%.
- 2008-2009 – Interim: Integrity and quality manager at a real estate company, increasing customer loyalty.
- 2007-present – Interim: Supported and coached the management of Euroforum BV (largest congress organiser in the Netherlands) to prevent loss of employees. The failure rate decreased by 20% as a result.
- 2008-present – Interim: Supported the management of Van Hout so employee engagement and performance increased.
- 2009 – Interim: Mediated between two Directors/large stakeholders. Successfully completed.
- 2008-2009 – Interim: Coaching for the Director of Holland Casino for a smoother restructuring.
- 2004-present: Personal Coaching for people listed in the Quote 500. This has increased sales and profits of (very) large companies both directly and indirectly.
- 2009-present: Coaching of the Board of Directors at a major banking insurance company.

- 2011-present: Intensive coaching of the Executive Board of a major transportation and recycling company.
- 2011-present: Intensive coaching of the Executive Board of a large paint manufacturer.
- 2012-present: Coaching a software company.
- 2012-2013: Coaching the owners of a large transport company.
- 2012-2014: Coaching of the owner and the organisation of a architectural firm.
- 2012-2014: Coaching of a window-frames factory.
- 2013-2014: Coaching an international trading company of waste products.
- 2013-2014: Coaching a large recycling and transport company.
- 2014-present: Coaching an international trading company of food products.
- 2014-present: Coaching a Broker company.
- August 2014-July 2015: Statistics Netherlands (CBS): Director Data Acquisition and Collection.
- 2015-present: Coaching the owner/BOD of a large IT company.
- 2015-present: Coaching the COO of a large rental company.
- 2015-present: Coaching the owner of a large IT-company.
- July 2015-present: CEO at Blaise Software Group
- July 2015-present: CIO at Statistics Netherlands (CBS)

LANGUAGES:

- Dutch: Perfect
- German: Gut
- English: Good
- Human-to-Human (business) language: Excellent

Sprekersplatform:

Harry Wijnhoven

Topics:

- Entrepreneurship & marketing
- Change management

Role:

- Coach
- Chairman of the day
- Discussion panel leader
- Speaker

“Nothing in life has meaning – until you give it meaning.”

A genuine self-made entrepreneur who sold his own IT company and set up a ‘Geluksonderneming’ or happiness consultancy. He helps people achieve more by developing their talents and passion, based on the latest scientific insights about the functioning of the human brain. His motto is “walk the walk, talk the talk”. A man with a no-nonsense mind, who thinks in solutions. Passionate and provocative, inspiring and reflective with a large dash of humour.

For more information: <http://www.sprekersplatform.nl/spreker/harry-wijnhoven/>

Speakers Academy:

Biography of Harry Wijnhoven MSc – *Results that count, in and from reality*

Topics

- Agression management (public tasks)
- Result-oriented coaching and training
- Assertiveness training and conflict management
- Situational leadership
- EQ, FQ, SQ, AQ and IQ
- Tailor-made concept: MeNu
- Applied practical neuroscience:
 - The Brain
 - Heart coherence, a scientifically proven answer to stress

Categories

- Balancing life and work
- Change Management
- Crisis Management
- Motivation, Inspiration and Personal Development
- Performance Management
- Personal Development
- Stress Management

Availability

- Speaker, lecture or presentation

Languages

- English
- Dutch
- German

drs. Harry Wijnhoven

« Terug naar zoekresultaten



Offerte aanvragen

Toevoegen wishlist



Categorieën

- Balans leven en werk
- Change Management
- Crisis Management
- Motivatie, Inspiratie & Persoonlijke Ontwikkeling
- Performance Management
- Persoonlijke Ontwikkeling
- Stress Management

Inzetbaarheid

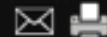
- Spreker, lezing of presentatie

Talen

- Duits
- Engels
- Nederlands

Biografie Foto's

Biografie van drs. Harry Wijnhoven



Als resultaat in en uit de praktijk telt!

► [Volledige biografie](#)

Onderwerpen

- Agressie management (Publieke taken)
- Resultaat gericht coachen en trainen
- Assertiviteit training en conflictmanagement
- Situationeel leidinggeven
- EQ, FQ, SQ, AQ en IQ
- Maatwerkconcept: MeNu
- Praktisch toegepaste neuroscience: Het brein: Hartcoherentie, een wetenschappelijk aangetoond antwoord op stress.

For more information: <http://www.speakersacademy.nl/speakers/harry-wijnhoven>



Harry Wijnhoven

Thema:

Ondernemen & marketing
Verandermanagement

Rol:

Coach
Dagvoorzitter
Discussieleader
Spreker

"Niets in het leven heeft een betekenis, totdat jij die er zelf aan geeft."

Een authentieke selfmade ondernemer, die zijn IT bedrijf verkocht en een Geluksonderneming opzette. Hij helpt medemensen meer te bereiken door hun eigen talenten en passie te ontwikkelen volgens de laatste wetenschappelijke inzichten over de werking van het brein. Niet lullen, maar poetsen. Een man met een no-nonsense mentaliteit, die denkt in oplossingen. Passievol en provocatief, enthousiasmerend en reflecterend, waarbij humor als middel wordt gebruikt.

For more information: <http://www.sprekersplatform.nl/spreker/harry-wijnhoven/>