



## **Harry J.A. Wijnhoven MSc**

Veldhoven, The Netherlands

*"In the real world, only the result counts"*

### **Do you dare to consider everything from a different perspective?**

**Harry Wijnhoven MSc** provides personal- and team coaching training to CEO's, board members, (top) managers and their employees. Both on a personal and business level, in the profit and non-profit sector. Harry Wijnhoven is also an interim manager.

His strength is coaching and training people who are involved in the following areas: human resources, education, ICT, real estate, sales, production, financial, legal, 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 and his 36-year experience as a very successful entrepreneur.

Through paid services (e.g. Personal - / Mental coaching, mediation, training, interim work, etc.) for Shareholders / Directors / BOD / Managers / Fortune 500 people and their partners, generating profit so that we can provide for people who cannot afford it (such as poor parents, asylum children, homeless people, long unemployed people, and other unfortunate ones) free training / treatments / coaching, etc. A kind of Robin Hood principle but without the stealing part :). This gives me many happy moments in my live.

### **History**

After his study at the Tilburg University as a business economist Harry belonged, as CEO of his own IT company and until 2004 of Paradigit Computers BV (an IT-company with 425 employees), over two decades at the top of the entrepreneurs of the Netherlands. He knows from his own experience which tensions a top position can entail. Exert a top function is in his vision just like top sport. He coaches, for example a high jumper. He does not have to teach him how to jump higher. He knows that better than

the coach. In fact, he jumps much higher than the coach. The coach can ensure that he is mentally stronger, so he can jump 1 cm higher than its competitor during the games. Nobody sees the effect of a coach. Yet the effect is present. That is the spirit he wants to give top executives. That he or she can make that extra step to be ready for the next challenge in the business world and life.

Being coached and/or trained means being willing to set goals and work hard to achieve them, and be willing to get ‘your ass kicked’ occasionally. *‘In fact, you only need to manage and lead one person, and that is you.’*

*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:** As a master in business economics and coach/trainer and from my 26-year experience as a DGA of an IT company and managing director (until 2004) of a company with 425 employees, I know exactly what is going on, both on process- and on human level.
2. **Specialised:** In short and powerful tracks with high ROI CEO's, directors, board managers and (top) managers of coaching and training.
3. **No-nonsense/result-oriented:** My point: Wanting something without choosing is choosing not to get it. I reach operational excellence with the Coachee on both personal- and business perspective.
4. **Free style:** *It's not about the methodology, but about the final results.* I use a wide range of interventions which are tested in practice. I am provocative and make use of NLP, RET, Logo technique and PMA (a revolutionary new neuro-scientific coaching method from the U.S.) and my ‘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 if it is necessary. Taking full responsibility for your own life and pro-activity leads to change. I have to make myself as a coach redundant as soon as possible.

## Extensive Curriculum Vitae:

### PERSONALIA

**Name:** Harry J.A. Wijnhoven, MSc  
**Date of birth:** 19 October 1961, Eindhoven, the Netherlands  
**Marital status:** 36 years married and two fine daughters of 28 and 25 years old  
**Nationality:** Dutch  
**Mobile number:** +316-53312831  
**E-mail address:** [harry.wijnhoven@w-cair.nl](mailto: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
- Breakthrough trainer
- Transformational Leadership trainer
- ‘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/the government throughout the Netherlands.
- 1983 – 1995: Simultaneously part-time teacher business economics at the Eckart college Eindhoven superstructure HAVO/VWO.
- 2001 - 2004: On January 1<sup>st</sup> 2001 I sold my company to Paradigit Computers BV. Since January 1<sup>st</sup> 2004 I am completely retired to start a new company. Paradigit was then the largest computer producer of the Netherlands with a turnover of € 70 million, 425 employees and 14 locations. I was General Director and I was in the General Directorate with the two other founders. My responsibilities were: HRM, Personnel and organization, automation, purchase and sale and the rental of real estate, trainings, back office, ISO 9000, sales, financial, marketing, company takeovers and facility business.

- To various members of the Board of Directors/CEO's/directors/managers/CEO's coming from the "top of the Netherlands" personal/mental/business coaching. I have specialised in coaching of people who are in the Fortune 500, especially Family owned companies.
- Interim manager: Thanks to my experience as CEO, I already have acquired several companies (whether or not from bankruptcy), therefore I am able to deal with resistance in a very pragmatic way which entails changes and reorganizations/crises, both in the profit- and the non-profit sector.
- Co-author/writer of "Het handboek voor Coaching" (The Handbook of Coaching). A book full of methodologies, models, techniques and forms for professional coaching for professional coaches, managers and HR managers.
- Providing HR training/lectures.
- Providing training/lectures on change management and culture shifts.
- Providing training/lectures on authenticity in education and banking world.
- Coaching and guiding emotionally CEO's of family companies by the transfer of leadership/shares to the children and the children (new leaders) themselves.
- Providing Sales & Marketing training/lectures.
- Interim COO at various companies/institutions.
- Providing Master classes on change management, transition processes, operations, processes, culture, crisis management etc. to businesses throughout the Netherlands.
- Director/shareholder of a coaching agency, W-cair BV (see: [www.w-cair.nl](http://www.w-cair.nl)).
- Owner Human-cair providing training/lecture on Stress Management (see [www.human-cair.nl](http://www.human-cair.nl)).
- Co-owner of E-Bike Netherlands: A dutch bicycle company that offers an extensive choice of electric bicycles (see [www.elektrischefietsen.nl](http://www.elektrischefietsen.nl)).
- Co-owner of Prosperity Partner: A company that wants to fill in the missing piece in the well-being of people by bringing the supply and demand, of people who are looking for a suitable partner, together (see [www.prosperitypartner.nl](http://www.prosperitypartner.nl)).
- Co-owner of RECOP: A company that creates Profit improvement in Retail (see [www.recop.nl](http://www.recop.nl)).
- Co-owner of Robbins & Haywin: An recruitment organization that optimizes businesses, so they can always fall back on a stable (profit) basis.

#### **CURRENT FEATURES:**

Turnaround business restructuring manager, Business Economist, Crisis Manager, Inspirer, Mediator, Business transfer counsellor, Integrity Manager, Interim director / COO / CEO /

Manager, CHO (Chief Human Officer), Problem-solver, Executive coach, Realist, Management consultant, Director. Member of the Board of Directors of Statistics Netherlands.

### **SIDE ACTIVITIES:**

- Member of Advisory Board/Director/Chairman at various real estate funds and foundations.
- Member of the Board of ‘‘Stichting Brain Break’’. BB has set itself the target 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 live again.
- Registered coach Global Resources en Human Capital Solutions.
- Providing lectures/training/workshops at national level for all kind of businesses. (On <https://www.speakersacademy.com/nl/spreker/harry-wijnhoven/> a brief biography of me and what specializations I have.
- Part-time external HBO lecturer at Fontys Hogeschool Eindhoven, department MER (Management, Economics and Law) dept. Property and Real Estate and Small Business Retail Management.
- Registered at the ‘‘Nederlandse Orde van Beroeps Coaches’’ as one of the 350 registered coaches in the Netherlands (see: [www.NOBCO.nl](http://www.NOBCO.nl)) and one of the 25 top coaches of the Netherlands a member of ‘‘Coaching Nederland bv’’ and 1 of the 6 executive coaches in the Executive Department NOBCO.
- Founder of the ‘Mother Wit initiative’ (In Dutch: ‘‘Gezond Boeren Verstand Initiatief’’ GBVI).
- I belong to a select group of ‘‘Inspiring Leaders of the Netherlands’’ who meet twice a year for a dialogue about (transformational) leadership.
- July 2014-Present: Member of the Board of Directors Statistics Netherlands.



### **CHARACTERISTICS/CORE COMPETENCIES:**

- My leadership style is characterized by norms and values based on serving authentic and integrity and coaching to lead. *But I am also respectful hard and direct in crisis and conflict situations.*
- Certainly the combination of commercial/market-oriented and socially integrating in non-profit organizations and monitoring the integrity, are in my field of competence.
- I venture to say that my right to Integrity, Authenticity and Congruence are unsurpassed. *I live the example.*
- Experience expert, both on process-, organization- and on human level.
- **No-nonsense/result-oriented/To the point.**

- As a business economist and CEO, who has completed all aspects of the establishment and continuation of a company, I have become a generalist who can also think ‘small’ and can act like a client/consumer.
- I inspire, enthuse AND confront.
- I am a Leader and a Manager
- Get stakeholders lined up
- I function best when there are difficult problems/challenges, especially where human resistant and communication problems play a role, and that is in my opinion always the reason why turnaround/restructuring/(crisis) management (partly) fails
- **I always go for operational excellence**
- **I am a real ‘out of the box’ thinker and I can separate the head 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 efficient and effective**
- Many real-depth knowledge of people
- A high degree of self-reflection
- 32 years experience as a successful entrepreneur
- A management generalist, but in certain areas as 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 the real world, 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 van MCMC (a unofficial relaxing called: Motor Club Midlife Crisis ☺).
- Being fully responsible for my own (work)life and thus enjoy life.

#### **MEMBER OF:**

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

## **PUBLICATIONS**

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

## **RELEVANT KEY-ACHIEVEMENTS SUMMARY:**

- 1983-2004: Turnover in hardware 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: Create and run vision, mission, strategy and policy issues.
- 1983-2004: Organization growth from 1 employee to 425 employees, including arranging the entire HR structure and working conditions,.
- 1983-2004: Complete design of the AO.
- 1983-2004: Creating, organizing and implementing the Sales & Marketing plan.
- 2001-2004: Setting up and optimize the computer assembly line production which increased the production by 25%.
- 2000-2004: Acquisition of various companies allowing the mto be profitable again.
- 2000-2004: Guiding and optimizing the synergies between the acquired companies and the parent organization.
- 2003: Creation of the Work council.
- 1995-2004: Optimizing accommodation expenses by the purchase and/or rental of properties worth € 20, - million causing a cost decrease of 15%.
- 2003-2004: ISO certificating fully implemented.
- 2004-present: Giving HRM training so the staff turnover decreases and motivation and passing rises.
- 2005-2006: Interim: Guidance in reorganizing education department at the Fontys University which increased productivity.
- 2004-present: Giving Marketing & Sales training, which increased the sales and profit by at least 10%.
- 2007-2009: Interim: Helpful at start-up, the purchasing and co-managing a property portfolio worth € 200, - million in Germany. Successfully completed.
- 2004-present: Giving Master classes to entrepreneurs so the security of the companies/institutions significantly increased.
- 2008-2009: Interim: Involved in reorganizing 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: Reorganizing and optimizing a luxury car company (Bentley, Ferrari, Audi) so sales and profits increased. Successfully completed.
- 2008: Interim: Organizational, legal and support of process-splitting 9 GMBH's. Partially completed successfully.
- 2007-2009: Interim: Involved at the establishment and bringing in € 15, - million in private equity real estate funds. Successfully completed.
- 2007: Interim: Assists a merger at a healthcare facility which increased employee satisfaction.
- 2007-2009: Interim: Optimizing a real estate company, so management costs are decreased with 20%. Successfully completed
- 2007: Interim: Assist a care facility in a merger. Successfully completed.
- 2008: Interim: Reorganize after a near bankruptcy of a fireplaces manufacturer. Successfully completed.
- 2008: For NV Rede, I guided starters. The result is that 80% of these companies has been profitable.
- 2008: Interim: A high quality restaurant guided in business. The result is that customer satisfaction has increased by 30%.
- 2008: Interim: Assist the retirement of a partner of a large accounting firm. Successfully completed.
- 2008-present: Interim: Guiding the management of Grip bv. on a organizational and HRM level, so sales increased by 50% and profit by 25%.
- 2008-2009: Interim: Integrity and quality manager at real estate company, which has increased customer loyalty.
- 2007-present: Interim: Support and coaching of the management of Euroforum bv (largest convention bureau in the Netherlands) to prevent loss of employees. The result is that the failure rate is decreased by 20%.
- 2008-present: Interim: Support management of Van Hout so the employee engagement and performance has increased.
- 2009: Interim: Mediation between two Directors Large Stakeholders. Successfully completed.
- 2008-2009: Interim: Coaching for the Director of Holland Casino for a smoother restructuring.
- 2004-: Personal Coaching for people of the Quote 500; the sales and profits of (very) large companies has increased, directly and indirectly,
- 2009-present: Coaching of the Board of Directors of a major banking insurer.
- 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 painting company.
- 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.
- July 2014-July 2015: CBS: Head Director Data acquisition and Collection (io) Statistics Netherlands.
- 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.
- 2017-present: Co-owner of several Retail companies.
- 2018-present: Coaching the owner, Board and Management team of a large Door company.
- August 2015-present: Interim SN CEO Blaise software group.
- August 2015-present: Interim Dep. CIO Statistics Netherlands.
- July 2014-Present: Member of the Board of Directors Statistics Netherlands.

#### **LANGUAGES:**

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

## 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

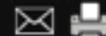
- ▼ Spreker, lezing of presentatie

### 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 aangeleerd 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.