

## Curriculum Vitae – Jeroen Meuleman

---

Name **Jeroen Paul Meuleman**

Phone +31 6 29007655

Email [jeroen@meuleman.demon.nl](mailto:jeroen@meuleman.demon.nl)



### Abstract

Jeroen Meuleman is an experienced consultant and interim professional, focussed on sales, marketing, development and strategy.

### Summary of professional career

*May 2009 – to date, advising the municipality of The Hague*

Researching and writing a project plan for the establishment of an Institute for Global Justice., a new institute for knowledge and education with a multidisciplinary approach to Peace and Justice (Rule of Law, Human Rights, Conflict Management, Economic Support and Development).

*November 2003 – to date, Principal Consultant at NTCS (consultancy group)*

Consultancy for telecom operators in the Caribbean

- Evaluation of new telecom regulations for St. Maarten
- Development and introduction of Ethernet services in Aruba
- Internet strategy advise to the board of Smitcoms, the international telecom operator of St. Marten
- Re-positioning and re-pricing of the broadband Internet product portfolio of SETAR, the incumbent telecom operator of Aruba
- Advise to the board of SETAR, on the subject of international telecom services; re-negotiation of contracts with foreign telecom operators; re-organizing internal procedures for the international telecom department.
- Negotiations with new operators on Aruba on the terms and conditions for interconnect with the incumbent operator SETAR
- Advise to the incumbent operator of Trinidad, TSTT, on international telecom services

*June 2008 – December 2008, interim at KPN (telecom operator)*

- Ad interim Portfoliomanager. Restructuring of the outsourcing portfolio for the top-500 market, responsible for the ICT Services portfolio.
- Idea and concept for a wiki based corporate knowledge base and collaboration tool

*December 2007 – March 2008, interim at KPN (telecom operator)*

- Ad interim Productmanager Business Internet Services for the top-3000 market.
- Pre-sales restructuring and introduction of a new price plan, leading to significant revenue growth

*July 2006 – December 2007, interim at KPN (telecom operator)*

- Product innovation for KPN's Business Internet services
- Development and introduction of an Internet + VoIP service offering for the SOHO and SME markets

*June 2005 – September 2006, interim at PCM Dagbladen (newspaper publisher)*

- Consultancy and advice to the board of PCM Dagbladen on increasing the revenue streams from newspaper websites (Volkskrant, NRC Handelsblad and Trouw).
- Introduction of Campaign Management tools for online personalized communication and advertising

*Augustus 2005 – March 2006, interim project manager at ClientLogic (call centre facilitator)*

- Migration of a 200-seat call centre to a new telephony infrastructure
- Management of an IT Security implementation program for the European call centres (5000 seats)
- Implementation of Quality Monitoring processes and tools

*April 2005 – October 2005, interim at Ellipso Inc. (US based telecom operator)*

Advice and product development for Ellipso Inc, a US based carrier, on a worldwide personal number services.

*May 2003 – October 2005, Managing Director and co-founder of Niuz BV (media company)*

Co-founder of Niuz, a new media company. Niuz is the Dutch innovator in news-services and provides real-time, on-demand and personalized news-services via (mobile) networks. Concept development, funding, partnerships, implementation and market introduction.

*July 2000 – December 2002, Manager New Product Introductions at Interxion*

- Managing a team of 6 project and product managers, responsible for the process of service development and roll-out.
- Development and introduction of 7 new product lines into 11 countries in Europe (amongst which hosting, monitoring and data storage services).
- Implementation of partnerships with third party service providers.
- Implementation of a certification program with Sun Microsystems.
- Development of Interxion's on-line sales and ordering channel.
- Sales coaching and product training.

*April 1999 – July 2000, Managing Director Interxion UK*

Setup of Interxion's sales office and data-centre facilities in central London and responsible for the UK operation.

*November 1998 – April 1999, Senior Sales manager at Interxion*

New Business development for start-up company Interxion. Interxion introduced the concept of the "telecom exchange" a marketplace for trading network capacity and telephony traffic.

*March 1996 – October 1998, Sales manager at KPN International*

Sales of bandwidth and network capacity on the international wholesale market. Responsible for KPN relationships in EMEA and US, handling over 50 million euro of telephony traffic.

*January 1994 – March 1996, Account manager data networks at KPN Telecom*

Sales of data network solutions to KPN's corporate and international customer (amongst which Elsevier, Blokker Holding, Cannon Europe, Yamaha Europe and Epson Europe).

*April 1993 – January 1994, Sales Engineer data networks at KPN Telecom*

Pre-sales support and design of data network solutions for KPN corporate customers.

### **Other experience**

- Chairman of 'Musicalgroep Face', an amateur theatre group.
- Secretary and treasurer on the board member of SAMI (Stichting Administratiekantoor Management Interxion), a foundation that holds employee and management shares in the company Interxion
- Treasurer on the board of Elysium. Elysium stimulates and supports business opportunities between graduates and the Twente University.
- Teacher in data network technology at the The Hague University (Haagse Hogeschool).

### **Education**

1985 - 1991 Twente University, Master (ir) in Electrical Engineering, specialized in telecommunications

1989 – 1991 Twente University, curriculum in Business Administration

1991 Ericsson Mobile Networks: engineering project for cordless DECT phones

1989 Philips International: market research project for technical analysis tools

1980 - 1985 High school ("VWO")

### **Professional training courses**

- Course in change management at Nyenrode University
- KIVI Centre of Excellence management training program
- Various training courses as part of KPN's management development program
- Various training courses in sales and account management
- Young Executive Program at management training institute "The Baak"
- Various telecommunication and ICT product oriented training courses

### **Military service**

1992 - 1993 Officer at the Royal Dutch Air force

### **Language skills**

Dutch - native

English – fluent

German - basic