

Dijkstra (Hielke) – Challenger Sale

Hielke Dijkstra proved to contribute to improved sales efficiency as a sales trainer. Hielke worked over more than 15 years in accountmanagement, sales management, marketing and projectmanagement. He worked for SME companies as well as for multinationals. In 2003 he started his own training company.



Van Der Fluit (Peter) – Chasm Group

Peter van der Fluit is a principal at the Chasm Group. His work focuses on helping European clients develop market strategies to achieve improved time to market and time to scale. Prior to the Chasm Group, Peter was involved in General Electric's industrial internet and healthcare advisory services initiatives. He also worked in executive management positions at both private and large public enterprises in the US and Europe.



Joshi (Anil) – Negotiations

Anil is an experienced negotiations trainer, who works in over 25 countries. Born in China, Anil has lived in Asia (India), Africa (Egypt, Somalia), South America (Guyana), The Caribbean (Trinidad), North America (USA) & residing in The Netherlands since 1988. He completed his university education in India, Masters in Business Administration, majoring in Marketing with supporting fields in Finance & Psychology (Extension Education). He also holds a Bachelor's degree in Science (B.Sc. Medical).



Valk (Marian) – Personal Trainer

Marian Valk is a Personal Development trainer with many years of experience in recruitment and interim management. She is an experienced coach. Focus on personal motivations (drijfveren) in combination with organizational goals characterizes her approach.



Eric Voerman – Sales Process

Eric worked for 13 years in Italy. First 5 years as a marketing manager for the Dutch ING group and subsequently as a Sales Manager for AMVESCAP, the world's largest independent mutual fund manager. In sequence he moved to Austria where he was European Sales Manager for a major Austrian Software company. In 2014 Eric moved back to the Netherlands and decided to do full time what he likes most, sharing his knowledge with young people. Hence he became a lecturer at the Hanzehogeschool in Groningen



He holds a MSc. degree in business economics from Erasmus University in Rotterdam, and MM (Master in Marketing) degree TIAS University in Tilburg.

Gijs Nillessen – Pitch/Sales

Communication is contact; that is the vision of Gijs. Gijs is an experienced trainer in pitching and chair at conferences.



Robert van de Leur – Jury

Robert van de Leur is the former CEO of Van De Leur Banketspecialiteiten. In 2016 he sold the company, and continued as an entrepreneur, supporting young talents and (young) entrepreneurs.



Henk Bles – Storyteller

Henk Bles is the CEO of Bles Dairies; a major player in the international dairy sector, with over 25 years of experience in dairy business. The group has its headquarters in Friesland, and local presence in Kenya, Russia and Hong Kong.



Johan Schroor – Jury

Johan Schroor worked numerous years for A-Ware International and can be regarded as one of the most experienced exportmanagers in the region. During his career, Johan especially gained experience in the North African region.

