

## Career Sheet: Global Manager



### Martijn Schouten (Global Manager, Joint Ventures, Vopak)

I am a 43-year-old senior manager from the Netherlands. I have studied and worked for almost 15 years abroad. I have studied in two European countries making use of the EU Erasmus Program and started my international career with Royal Vopak. Now I work on large energy projects, leading new business development in Asia out of Singapore as well leading a large organisation in Thailand. Currently, I am globally responsible for commercializing Vopak's IT business as well investing in promising IT/OT start-ups (= Information Technologies / Operational Technologies).



### OVERVIEW OF THE JOB

Leading commercialization of Vopak's Global IT worldwide and leading investments in innovative start-ups globally.



### WHAT INSPIRED YOU

I am learning new things everyday about how IT and Operational Technology will change our way of working. By working globally, it involves interacting with many different cultures. As my work field within the company is still new, it also requires me to find my own way and establish a new type of business.



### TYPICAL WORKING DAY

Normally, I start my day with meetings with Asia (China / South East Asia). These meeting might include negotiations / brainstorming on how we can advance our business. Next to this, creating new proposals for customers and evaluating together with my team proposals for investments made. I end the day with meetings with US based companies & colleagues.



### STUDY & CAREER PATH

I studied in Germany, the Netherlands and Scotland thanks to the EU Erasmus Program. Looking for an international company, I joined Vopak. Through my own initiative I started working in Germany, Belgium and the Netherlands. This offered me the opportunity to move to Asia where I worked in Singapore and Thailand for approximately 10 years.



## KEY SKILLS

Business Development, Analytical Skills, Strong Self-Drive, IT skills, Merger & Acquisitions, Joint Ventures, General Management, International Experience.



## CAREER PROSPECT

I can work in a variety of jobs both in the petrochemical industry, services sector, and IT industry.



## CHALLENGES

Constant developing yourself and moving forward.



## YOUR ADVICE TO STUDENTS

Make use of the opportunity to study abroad, always try and expand your horizon. Most of all, become the best you can be in what your skill is.



## YOUR ADVICE TO TEACHERS AND PARENTS

Continue to support and do everything to get the most out of children.

### COORDINATOR

### PREMIUM PARTNERS

### GENERAL PARTNERS