



Profile

Motto: The purpose of business is to create & deliver meaningful and sustainable value.

Traits: People-oriented, conceptual thinker, cooperative, integrative, inspiring, motivating, leader.

Workplace: Creative, human-centric, entrepreneurial, autonomous, and friendly.

Personality: Extravert, intuitive, feeling, perceiving (ENFP).



Skills

LEADERSHIP	<div><div></div></div>
MARKETING	<div><div></div></div>
INNOVATION	<div><div></div></div>
ENTREPRENEURSHIP	<div><div></div></div>
DIGITALIZATION	<div><div></div></div>
INTERNET	<div><div></div></div>



Languages

DUTCH	<div><div></div></div>
ENGLISH	<div><div></div></div>
GERMAN	<div><div></div></div>



Hobbies

Golf (GVB)

Playing golf clears the mind, relaxes and offers just the right level of competitiveness.

Yachtsailing (CWO)

I'm passionate about yachtsailing. I'm certified for coastal sailing.

Learn, internalize and apply

Most of all I like to develop my knowledge and skills, to be able to cross organizational silos.

Edwin Korver

PEOPLE AND PLANET OVER PROFIT, SYSTEMS THINKER, POLYMATH

Korenbeursstraat 6, 1335 XM Almere - 05/06/1965 - married - driver's license BE



JOB EXPERIENCE

CEO, CROSS-SILO BV - Architect of ROUNDMAP™, 2016-2021
Invested 250.000 euro to create an integrated business framework, outlining how to drive creativity, innovation, and results, as a collective, across the functional silos.

CDO, Chief Digital Officer, a.i., TresBizz BV 2015-2016
Global webstore (2 M/Y). Led all front-line activities and a full digital transformation.

Social Business Director, a.i., InfinAgora BV 2014-2015
Led a team of marketers and market researchers to launch a global CxO platform.

CEO, ENTERNEXT HOSTING BV (20 years) 1998-2018
Led a B2B hosting provider and cloud application builder; VAR- and reseller-driven.

General Manager, a.i., The Internet Plaza BV 1998-1999
Led the third-largest ISP in The Netherlands. Left when acquired by WorldOnline.

Management Consultant, a.i., CMG Finance BV (CGI) 1998-1999
Transitioning former Micrognosis customers to CMG Finance (part-time).

Senior Product/Project Manager, DOW JONES INC 1997-1997
Market-leader in dealingroom platforms and worldwide news agency. Free role.

Corporate Account Manager, MICROGNOSIS INC 1995-1997
Leading provider of financial dealingroom platforms. Managed several international banks and other major financial institutions (Dutch Central Bank, ING Bank, etc.).

Interim Sales Manager, a.i., Tenfore Holland BV 1994-1995
Led a team of 20 telesales to generate sales leads; financial trading platform.

Prior positions: Corporate account management in the ICT-market; mostly software and business process automation (transport/warehousing, industrial automation, financial systems, systems management, and so on).



EDUCATION

Grandmaster of Business™ - ROUNDMAP™ Academy 2016 - 2021
Extensive training program, leading up to an integralist; a person with a breadth of perspective, next to a depth of expertise; to drive meaningful business transformations.

Governance Essentials - NCD Academy 2015 - 2016
Management program for non-executive board members. [NCD Academy](#) is [accredited by Cedeo](#). NBA/ VTW awarded this training with 80 PE points.

Civil Engineer - Rotterdam University of Applied Sciences 1982 - 1986
Civil Engineering (bachelor)

I've also completed an abundance of marketing, sales, finance, and ICT courses: NIMA-A; AMBI; system management, system analyses (SDM), and programming (Cobol, Pascal, C++); various sales trainings; derivatives trading (stock, options, commodities, metals); leadership; growth hacking; digital transformation; and so on.





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Available as CEO/CMO/CSO/CDO/Consultant

Strengths: Digital · Customer Engagement · Strategy · Value Creation · Collaboration



MY DRIVES

As a longtime entrepreneur (25+), I'm aware that (a culture of) innovation is crucial: it allows the company to remain competitive; to respond to disruptions and to profit in a timely manner from fast arising new business opportunities.

As CEO of a midsize B2B hosting provider I've initiated and led various innovation projects. We were amongst the first to introduce livechat (LivePerson) on our website; in introducing an all-encompassing management panel; and in developing a centralized cloud CMS (content management system).



ROUNDMAP™

Since 2014 I've worked on an integrated business framework consisting of several components, such as The Venture Wheel™, PACE™ formula, Business Model Matrix™, and the Customer Roundtable Blueprint™. ROUNDMAP™ aims to advance, both the actors as well as the activities, toward sustainable value creation: by rethinking, redefining, and realigning aspects like corporate vision, business model, strategy, positioning, proposition, and experiences; and by driving cross-silo collaboration, commercial and operational excellence, innovation, digitalization, and meaningful value.



ONLINE

<https://edwinkorver.com>
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<https://cross-silo.com>
twitter.com/cross_silo

<https://roundmap.com>
twitter.com/roundmap

<https://icity.nl>
twitter.com/icity

My mission is to drive meaningful and sustainable growth: [1] by (re-)aligning and streamlining all customer-touching actors and activities; [2] by delivering value that is desired and appreciated by customers; [3] by pursuing new growth opportunities and business models; and [4] by driving innovation across the entire value network.

Following a successful international career in **ICT**, working for companies like **CMG Finance** (now CGI Group) and **Dow Jones**, I spotted a trend in 1998: the rise of the Internet. Shortly thereafter, I accepted a general management position at one of the largest consumer ISPs in the Netherlands and soon realized that the need for reliable **business hosting** had yet to erupt. When TIP was acquired by **WorldOnline**, I filled in the gap by starting a B2B hosting provider (Enternet). Next to housing over 150 internet servers, we developed two large cloud-based business applications.

In 2014, I was offered the position of **Social Business Director** at InfinAgora. I was able to combine it (20 hours/week) with the hosting business, so I accepted. Sadly, the company failed to secure a second round funding. Shortly thereafter, TresBizz, one of our hosting customers, asked if I could help them transform to a **digital business** and so I did.

In 2016, after completing the digital transformation at TresBizz, I decided to decline further interim positions and instead finish what I had started in 2014: creating the first **integrated business framework: ROUNDMAP™** (roundmap.com).

In 2014 the largest social marketing blog worldwide, Social Media Examiner, [had picked up on an early model](#) and it went viral. I decided to further develop the model and after 3 years, while still overseeing the hosting business, I finalized the first model.

In 2021, I finalized ROUNDMAP™ - including the Business Model Matrix™, the Customer Roundtable Blueprint™, the Business Roadmap™, The Venture Wheel™ and the PACE™ formula - with which to discover, design, develop, and direct business ventures toward sustainable and sustaining growth.

I'm currently training **Practitioners world-wide**, enabling them to put the framework to practice, while some are already advancing to the level of **Grandmaster of Business™**.

Since the adoption of ROUNDMAP™ takes time, I prefer to apply the knowledge within a large(r) organization, to help drive results, but also to build a case for ROUNDMAP™.

Your Sincerely,

Edwin Korver

"Every day the clock resets. Your wins don't matter. Your failures don't matter. Don't stress on what was, fight for what could be."
-Sean Higgins

