



PROFILE

Motto: Co-opetition drives innovation.
Traits: People-oriented, conceptual thinker, cooperative, integrative, inspiring.
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-CENTRIC, ANALYTICAL, AMBITIOUS, POLYMATHE

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



JOB EXPERIENCE

CEO, Creator ROUNDMAP™, TENFORE BV June 2016 - ..

A shelf company that allowed me to invest (350.000 euro) to develop a 360-degree, cross-silo strategic and executive framework to drive customer excellence.

Chief Digital Officer, TresBizz BV (2015/2016) a.i.
A global webstore (2 M/Y). Responsible for all customer-facing operations - full digital transformation.

Social Business Director, InfinAgora BV (2014/2015) a.i.
Helped establish a proof of concept. Lead a team of marketers and market researchers.

CEO, ENTERNEXT HOSTING BV (20 years) 1998 - 2018

A B2B hosting provider and cloud application builder; VAR- and reseller-driven.

General Manager, The Internet Plaza BV (WorldOnline), (1998) a.i.
Led the third-largest ISP in The Netherlands. Left after the company was acquired by WorldOnline.

Management Consultant, CMG Finance BV (CGI Group), (1998) a.i.
Transitioning former Micrognosis customers to CMG Finance.

Senior Product Manager, DOW JONES INC 1997

Leading provider dealingroom platforms. Left to protect the interests of a client.

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, Tenfore Holland BV (1994, 6 months) a.i.
Led a team of 20 telesales to generate sales leads; international entry-level financial trading platform.

Prior positions (mainly corporate account management in the ICT-sector) can be found on LinkedIn.



EDUCATION

Governance Essentials NCD Academy 2015/2016

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

I've completed many marketing, sales, finance and ICT courses: NIMA-A, system management, system analyses and programming (AMBI), various sales (management) trainings, derivatives trading, leadership, growth, etc.

To construct the ROUNDMAP™ I've studied 100+ management books, 1000+ articles, and scientific research on business modeling, valuation, leadership, etc.

Rotterdam University of Applied Sciences 1982 - 1986

Civil Engineering (bachelor)





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MY DRIVES

As a longtime entrepreneur (20+), I'm fully aware that (a culture of) innovation is essential: it allows the company to remain competitive; to cope with disruption and to profit 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 cloud CMS (content management system, CloudCMS.nl).












RECENT

While acting as the CEO of Enternext I've held multiple executive positions. In 2014 I was asked to join InfinAgora as *Social Business Director* and in 2015 I was invited to TresBizz as *Chief Digital Officer*. I'm most proud of being able to invest in and create the **ROUNDMAP™**, the **Business Model Matrix™**, and the **Integrated Customer Lifecycle™**. Together, they intent to drive the performance of all customer-directed operations: by rethinking and redefining strategy, positioning, interdisciplinary collaboration, and sustainable value creation.



MORE INFO

-  <https://edwinkorver.com>
-  twitter.com/edwinkorver
-  <https://icity.nl>
-  twitter.com/icity
-  <https://tenfore.nl>
-  twitter.com/tenfore
-  <https://roundmap.com>
-  twitter.com/roundmap
-  <https://customercodex.com>
-  twitter.com/customercodex

My mission is to support firms: [1] by assessing and improving the overall performance of all customer-facing operations; [2] by introducing unsurpassable customer experiences; [3] by pursuing new growth opportunities and business models; and [4] by increasing profitability - by boosting customer and employee engagement, meaningful value creation, increased customer loyalty, and cross-silo collaboration.

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 but 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 (Enternext). Next to managing some 150 servers and services, I've directed the development of two 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 my hosting activities, so I accepted. Sadly, the company failed to secure funding to up-scale the operation. Shortly thereafter, TresBizz, one of our hosting customers, asked if I could help them transform into a **digital business**.

In 2016, after finishing a massive digital transformation at TresBizz, I decided to decline further interim positions and instead finish what I had started in 2013: creating an **integrated framework of all customer-touching™ operations**.

In 2014 the largest social marketing blog worldwide, Social Media Examiner, [had picked up on an earlier model](#). After 3 years, while still overseeing the hosting business, I was able to finalize the **ROUNDMAP™** (opportunity cost appr. 350.000 euro).

*The **ROUNDMAP** and the **Business Model Matrix** structure a unique framework to help companies (re-)define their strategy, positioning, customer engagement, and culture.*

Although my ambition as an entrepreneur remains very much vibrant, I do recognize that the adoption of the **ROUNDMAP™** takes time. In the meanwhile, I would like to dedicate my breadth of experience and understanding as effectively as possible.

I will, therefore, be honored to join any company that wants to advance to a team of high-potentials, focusing on performance and growth, by driving customer excellence, through collaborative product-, service-, process, digital-, or business-innovation.

Your Sincerely


Edwin Korver

"If you're walking down the right path and you're willing to keep walking, eventually you'll make progress." ~ Barack Obama

