



# Edwin Korver

**PEOPLE-CENTRIC, ANALYTICAL, AMBITIOUS, POLYMATH**

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

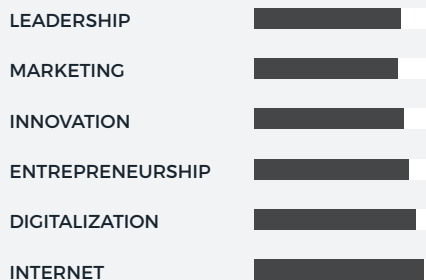


## PROFILE

**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



## LANGUAGES



## 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.



## 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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Available as CEO/CMO/CSO/CDO/Mgt. Consultant  
Digital • Innovation • Strategy • Value Creation • Cross-silo Collaboration



### 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://twitter.com/edwinkorver)
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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

