

# ALEXANDER W. VAN DER KEMP

Global Business Development Executive & Operational Excellence | International Growth Architect

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## PROFILE

*Strategic and entrepreneurial Business Development Executive with 20+ years of experience driving growth across EMEA, APAC, and GCC markets. Proven success in leading complex cross-border negotiations exceeding €200M. Disciplined in turning strategic vision into tangible growth, building international partnerships, and scaling sustainable business ventures and established firms to profitability. Expert in strategic market entry, launching transformative products, operational transformation, and P&L management. Combines analytical discipline with cultural agility to deliver sustainable business expansion and global impact. Leverages deep cultural acuity and operational rigour to build high-impact organisations from the ground up and drive them to market leadership.*

## CORE COMPETENCIES - SKILLS

*International Business Development & Market Entry | Strategic Planning & Execution | Global Contract Negotiation (>€200M) P&L Management | Start-up, Scale-up & Turnaround Leadership | Cross-Functional Team Building & Leadership Strategic Alliances & Joint Ventures | Sales Strategy & Operations | Digital Transformation Cross-Cultural Leadership | Automotive, Medical-Tech & Industrial Sectors*

## SELECTED ACHIEVEMENTS

- Closed €200M+ in international contracts across Europe, APAC, and GCC regions.
- Founded and scaled three multinational business ventures, achieving consistent double-digit growth.
- Increased EU-UAE joint ventures by 24% through strategic alliances in the automotive and aerospace sectors.
- Built and led teams of 125+ across multicultural environments, delivering operational excellence in hybrid work models.
- Executed digital transformation programs resulting in 27% revenue growth and enhanced GDPR-compliant systems.
- Architected the EU-GCC-China Industrial Alliance, fostering large-scale industrial collaboration and investment.

## PROFESSIONAL EXPERIENCE

VDK™ Corporate Development | Singapore, SG – Europe, FR (Hybrid)

*International Business Strategist* | Sep 2016 – Present

- Built an international consultancy from inception, providing strategic C-suite advisory on market expansion, organisational development, and digital transformation.
- Personally led and closed contracts totalling over €200M within the last 8 years, driving market entry and growth for clients across Europe, APAC, and the GCC.
- Architected the EU-GCC-China Industrial Alliance framework, a strategic initiative to foster large-scale industrial collaboration and bilateral trade.
- Managed project P&Ls up to €43M, leading core teams of 5 and coordinating across 37+ FTEs to deliver transformative business outcomes.

Blackstone Group LLC | Dubai, UAE – Europe, FR (Hybrid)

*International Sales Director* | Mar 2022 – Mar 2024

- Built the European commercial gateway for the Blackstone model, acting as its strategic ambassador to stakeholders, industry leaders, and government officials.
- Personally negotiated and closed 5-year foundational contracts with GCC nations, launching an international innovation and entrepreneurship program.
- Drove a 24% increase in EU-UAE joint ventures in key sectors (automotive, aerospace) by forging strategic partnerships and aligning bilateral interests.
- Accountable for a project P&L of €43M, guiding cross-functional teams through a period of significant transformational growth.

LOMA Wheels | Monte Carlo, MC (Hybrid)

*Regional Sales Director, EMEA (OEM Automotive)* | Sep 2020 – May 2022

- Rebuilt and expanded LOMA's EMEA footprint in the luxury automotive sector, aligning regional strategy with global objectives.
- Secured and expanded a strategic supply chain partnership with Aston Martin Warwick, supporting high-end vehicle and OEM rim production.
- Spearheaded the development and market introduction of innovative ultra-lightweight T6065 alloy rims, enhancing the product portfolio for luxury markets.
- Achieved an 18% increase in market presence across EU B2B sectors within 20 months.

synMedico Group | Kassel, DE & Maastricht, NL (Hybrid)

*Executive Director, Benelux & France* | Mar 2016 – Apr 2021

- Built the company's Benelux and French operations from the ground up for synMedico GmbH in 2017 as the legal and operational vehicle for growth.
- Drove a 27% revenue growth and equivalent market share expansion by executing aggressive market penetration strategies and launching digital documentation products.
- Engineered the full digital transformation of client practices, including iOS software conversion and implementation of GDPR-compliant security protocols.
- Negotiated and closed international contracts totalling €18M, establishing the company as a leader in digital dental and medical solutions in the region.

P. B.G. B.V. | Arnhem, NL

*General Director* | Feb 1999 – Aug 2017

- Built a pioneering medical day clinic into a regional centre of excellence, leading its expansion, relocation, and operational refinement over 18 years.
- Cultivated strategic partnerships with international pharmaceutical companies and laboratories, securing long-term contracts and driving stable revenue growth.
- Orchestrated all aspects of the clinic's P&L, talent management, and strategic direction, establishing a reputation for innovation and high standards of care.

SAVADE Dental and Medical Supplies B.V. | Arnhem, NL

*Sales Director & Co-Founder (Shares sold 2016)* | Feb 2002 – Dec 2016

- Co-founded and built a wholesale medical supplies company, securing long-term contracts for single-use products and high-end equipment across the Benelux and UAE.
- Conceived and built a groundbreaking CFRP dental turbine handpiece from concept to market, culminating in the successful sale of the patent in 2016.
- Drove revenue from €0.05M to €2.7M through innovative sales strategies and international procurement, managing a project P&L of €6M.

## EDUCATION

Bachelor of Business Economics & Management (BBA)

Bachelor's in Mechanical Engineering (BME)

HAN, Hogeschool van Arnhem en Nijmegen, Arnhem, NL | 09/1993 – 06/1996

MTS, Arnhem, NL | 09/1989 – 06/1993

## LANGUAGES

Dutch (native language)

English (CEFR = C2)

French (CEFR = B1)

German (CEFR = C2)

## TECHNOLOGY & OTHER

AI Business Tools | Microsoft Office Suite | Adobe Suite | CRM & SAP ERP Systems

Driver's License: International (Type B)

Citizenship: Netherlands | Mobility: EMEA / APAC / GCC | Relocation: Open