

## CURRICULUM VITAE

Jos Huizer, born 1957 in The Netherlands, holds his residences in The Netherlands as well as Prishtine.

Jos worked for more than 23 years as senior marketing professional in the European broadband market, while expanding his former company 'Tratec' into Europe by acquisitions and setting up subsidiaries in East and Western Europe. He speaks good Dutch, German and English, some French and is currently learning Albanian.

Jos is awarded with a range of commercial and technical qualifications as well as graduations such as, **Marketing qualifications** (titled 'MCIM' and 'RM', member of the UK Chartered Institute of Marketing), **Business qualifications** (titled 'MBA' with distinction at the Business School of Bradford, UK, graduated with his thesis "European Distribution Models") and **Engineering qualifications** (titled 'ing', cum laude in computers and electronics).

Jos participated in a range of international business and marketing courses such as, (USA) Harvards' Supply Chain Management, (NL) NGPR Public Relations and (France) INSEADs' Industrial Marketing.

Jos is the former chairman of the Dutch Vefica (the branch organization for broadband manufacturers and suppliers), elected member of the NCD (national organization for directors and non-executives), author of technical and commercial books and co-author of Broadband course books.

Since early 2000 Jos spent his years mostly in Eastern Europe and the Balkans visiting Bosnia Herzegovina, Croatia, Serbia, Albania, Macedonia en Kosovo. Thus he gained a wealth of market information and became one of the few professional broadband marketing specialists for that area.



### Personal information

First name	Johannus Gerardus	Telephone	+31 318 614856
Last name	Huizer	Mobile	+31 6 53 177953
Titles	ing., MBA, RM		+386 49 177 953
Born	Edam, 24 march 1957	Email	mail@joshuizer.eu
Occupation	Director		
Address	Houweg 27A 3921 DB Elst (Utr) The Netherlands		

### Main Education

MBA Bradford	1997	With 'Distinction' qualification, including an extra specialization in 'Financial Management'. The thesis is titled 'European distribution models'
Diploma Marketing	1994	The Chartered Institute of Marketing, Berkshire UK.
HTS-E	1985	With a 'Cum Laude' qualification, final project: computer programming

### Other studies and education

2005	Supply Chain Management, Harvard Business School
2002	NCD-Nyenrode 'Commissarissencyclus' (" non-executive training program"), refreshments in 2007 and 2008
2001	INSEAD "Advanced Industrial Marketing Strategy Program"
1992	German language for Trade and Industry
1991	PR NGPR-A (Public relations)
1986-1990	Marketing NIMA A, B en C in the Netherlands

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**Reference list work experiences**

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2008 – now	Director and founder of HMConsult Kosova LLC. Registered in Prishtine with the aim to develop the Balkan market via professional training and education that lead to European qualification and certification.
2005 – 2008	Shareholding Director Strategic marketing Technetix Group Ltd. Main focus on new business development (e-commerce, Rumania, Balkans, Hospitality and Security markets).
1992- 2005	Shareholding Director Tratec Holding BV with main focus on international affairs, finance and managing the commercial divisions and expanding business in Europe further in Rumania and the Balkan.
1993-1999	Setting up fully/majority owned organizations in Poland, Czech Republic, Finland, Denmark, France, Spain and the UK.
1993-1994	Business reengineering preparing the company to move into an international focused organization, including implementation.
1985-1992	Developing the European export market for Tratec Telecom BV
1980-1985	Telecommunication Officer in the Dutch army, quartered in The Netherlands focused on Managing the technical school program
1976-1980	Wireless officer on freighters and cruise ship around the world

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**Reverence list of relevant recent and active positions and activities**

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Instructor Elsevier “Project management”

Instructor SRM “Business Industrial marketing”

Chairman of Vefica (the Dutch suppliers association of the cable television industry)

Elected member of the ‘NCD ledenraad’ (Dutch branch organization for Dutch Directors and non-executives, 3.500 members).

Member of the regional advisory board for Fortis Nederland

Board director and shareholder of the UK based Technetix Group Ltd.

Author of “Broadband Wireless Networks”

Co-author of “SCTE Installation Technicians”

Author of “Setting up Effective European Distribution”

Organizer the International Balkan Broadband Conference and Exhibition 2009 in Prishtine

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