

CURRICULUM VITAE

Theo Willemsen

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SUMMARY

Theo Willemsen, owner of Theorit Consultancy, is specialized in port strategy and management, port logistics, intermodal transportation and works for port authorities, governments, terminal- and network operators, interest groups, forwarders, with a special interest in France.

Before he started as a port consultant in 2009, he worked for the Port of Rotterdam for more than twenty-five years. As manager he was responsible for several departments in the port of Rotterdam and he was a management team member for more than fifteen years. He has a lot of experience in strategic port issues, port planning, economic studies and the ports' involvement in the social infrastructure.

RECENT KEY ACTIVITIES

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| 2017 | Mission to improve the performance of the port of Ziguinchor (Senegal) |
| 2017 | Mission for the ports of the <i>Alpes-Maritimes</i> region within the framework of the European <i>Blueconnect</i> project : an analysis the maritime economy and determination of development axes |
| 2017 | Port expert for the development of the 2040 Vision of the <i>Grand Port Maritime de La Rochelle</i> |
| 2016 | Market study for a European multi-modal inland container terminal. |

- 2015-2016 A mission to develop the smart-port concept for the *Grand Port Maritime de Marseille* and the *Metropole Aix-Marseille-Provence*, including the start-up of a Brainport Community.
- 2014-2016 A project to improve the quality and efficiency of inland container transportation by barge (river) to and from the French ports, for the French Ministry of Ecology, Sustainable Development and Energy (MEDDE).
- 2015 A second opinion on a study regarding the development of river transportation in the Democratic Republic of Congo for the Dutch Ministry of Foreign Affairs.
- 2012-2014 Advise for the Grand Port Maritime du Havre (France) on the improvement of the railroad transport, transport by barge and short sea. The project consists of 3 elements:
- the development of a multi modal platform: commercial strategy, organization, business plan and operational plan;
 - a methodology to further develop the railroad services (shuttles) for containers to and from the port of Le Havre
 - A market analysis and feasibility study on the development of a short sea terminal;
- 2014 A bench mark study, comparing the land leasing and commercial policy of the ports of Le Havre, Antwerp, Rotterdam, Amsterdam and Hamburg for HaRoPa (a cooperation between the ports of Le Havre, Rouen and Paris);
- 2014 Supporting the city of Lubumbashi (Democratic Republic of Congo) in the development of a public transportation system;
- 2013-2014 An analysis of the Dutch railway system for cargo, as a reference for the French railway network operator RFF (SNCF Fret);
- 2012-2013 Supporting an international group of companies in the development of a shuttle service between the Netherlands and Slovakia (business concept, business plan);
- 2012 Port economics expert in the project team of Antoine Grumbach Associés for the Port Seine Metropole studies, the newly-planned port in Achères, for *Ports de Paris*.
- 2012 International Port expert for the HAROPA board of directors, the economic interest group of the ports of Le Havre, Rouen and Paris. Preparation and support of a seminar and HAROPA conference.
- 2012 International Port expert for **Ports Normands Associés** : feasibility study on the development of a new logistic concept, by creating a container-shuttle by sea between Caen and Le Havre (and vice versa) as well as a container platform in Caen.

- 2012 International Port expert for the commercial department of the Grand Port Maritime du Havre. Preparation and support of a seminar with all the team members.
- 2011-2012 Responsible for the « Port du Havre 2.0 » study, which aims to improve the competitive position of the Seine ports, at the request of l'AURH, l'agence d'Urbanisme de la Région du Havre et de l'Estuaire de la Seine, and the Grand Port Maritime du Havre, to contribute to the development project of Seine Valley.

PROFESSIONNEL CAREER

- Since 2009 Director of Theorit Consultancy
International port expert
- Since 2012 Partnership with Red Ball Consultancy
Theorit Consultancy usually cooperates within a network of other consultancy firms and experts.
- 2004-2009 Manager of the *Marketing Information & Services* department at the Port of Rotterdam NV.

The department (23 members) was in charge of economic studies, business intelligence, research and development, the Internet and Intranet site of the port of Rotterdam as well as the Customer Service Centre.
- 2002-2004 Manager responsible for the *Spatial planning, Economic and social affairs* department at the Port of Rotterdam NV.

As a management team member co-responsible for the port's strategy. The department (13 members) was in charge of socio-economic studies and spatial planning, like the *Port Plan 2020*
- 1999-2002 Manager responsible for the *Business Intelligence Unit* of the Port of Rotterdam.

Member of the National Ports Council, economic section.

Member of the Supervisory Board of the *International Trade Data User Group* in New York.
- 1990-2008 Liaison officer in the contacts with the French-speaking ports and authorities.
- 1993-1999 Member of the board of directors for *Port Innovation* and manager responsible for the *Port Information Centre*, Port of Rotterdam.
- 1990-1993 Project Manager, Port of Rotterdam.

- 1988–1990 Project Assistant, Port of Rotterdam.
- 1984-1987 System manager, IT-department, Port of Rotterdam.
- 1978-1984 Various administrative jobs

CERTIFICATIONS, QUALIFICATIONS, EDUCATION

- 1991-2008 Trainings, seminars, master classes on various subjects: management, economic developments, finance, strategic planning, marketing, intelligence, CRM and others.
- 2001-2002 *Senior Management Development*, Erasmus University Rotterdam.
- 1986–1991 IT-studies, specialisation in Knowledge management.
- 1980–1985 Study of the French language.
- 1976–1977 Economics, Erasmus University Rotterdam.
- 1970–1976 Atheneum (high school).

PUBLICATIONS, TEACHING, CONFERENCES

- 1995-2008 Presentations at (international) seminars and conferences about the strategy of the Port of Rotterdam.
- 2010-2012 Lecturer for the École de Management de Normandie (MBA) and IPER au Havre.
- 2012 'Port du Havre 2.0', publication realised to contribute to the development project of the Seine Valley.

LANGUAGE SKILLS

- Dutch: native
- English and French: excellent
- German: proficient.