REMCO DERKSEN

Business development

CONTACT

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ABOUT ME

High tech fan and Entrepreneurial, after having founded a computer import/export company and co-founded an IT service company I joined Logitech and helped driving growth of the streaming media business across Europe over the past 5 years, first as product specialist then as business developer. Identifying a business opportunity and make it happen, whatever the challenges may be, are key aspects of the business development role I have successfully developed in my previous experiences and enjoy doing.

in LinkedIn

💼 EXPERIENCES

Business Development
ickStream - Since August 2012 - Berlin - Germany

- Managing relations with partners
- Define music service support roadmap
- Setup agreements with partners, and administrative documents
- Manage users/customers relations
- Co-Define Company strategic goals and business model

Beta Program Manager
Logitech - October 2011 to August 2012 - Lausanne - Switzerland

- Streamline the Beta program for the Digital Home Unit
- Build up a solid Beta tester pool of over a hundred participants, both from within and outside Logitech
- Stand as product & program expert and being the primary contact for Beta users in Europe and the US
- Review and analyze the feedback received from the Beta users and accordingly providing relevant advice to the project and development teams

Global product Manager
Logitech - March 2011 to October 2011 - Morges - Switzerland

- Manage the development of new speakers for iPod and iPhone
- Liaise with factories in China to ensure appropriate sample production and accurate user documentation
- Coordinate Program Management as well as mechanical, electrical and acoustic engineering in order to ensure a product delivery on time, within budget and according to initial technical specification

Business Development
Logitech - January 2010 to October 2011 - Morges - Switzerland

- Develop new business partnerships with several major music services and Telecom operators in Europe
- Maintain and develop existing music partnerships
- Establish the roadmap for business development in the EMEA Countries

Product Specialist Streaming media
logitech - November 2007 to January 2010 - Morges - Switzerland

- Provide European market feedback to Audio product development teams
- Give advice and providing training to regional Sales & Marketing teams on Audio Devices, including the Squeezebox, earphones and speakers
- Offer technical support and setting up systems in key customer demos and during internal or external sales meetings
- Support product launches with our Public Relations team, ensuring key communication channels are reached and spreading the word on the forums/online
- Assist the Tier 3 Customer Support when difficult issues needed escalation
- Create support documents and research reports including competitors overviews, sales reviews, FAQs, etc
- Provide training to field sales, customers and regional experts

📋 SKILLS

Business development

- Identify and develop business opportunities in the CE and Streaming media fields in particular.
- Setup and/or work with Marketing, PR and sales teams to setup communication plans.

- Manage and Develop existing partnerships to increase profitability and sustainability.

Product managment

- Manage various teams and process involved in the creation of new CE products within defined specifications, budget and timeline.
- Identify and plan updates during the product life cycle. Plan product/service introduction and phase out

Product Specialist - CE/High-Tech products

- Translate technical aspects of a product or service into customer value added propositions, which can be used in the product or service communication
- Internal or partners product/service training to increase product knowledge and key values

Languages

- French: Fluent
- Dutch: Fluent
- English: Fluent
- German: Good Spoken, Basic written skills

EDUCATION

PMI-CAPM

ALTRAN

November 2013

CAPM v5 Certification

ITil Foundation

ALTRAN

November 2007

Itil Foundation V3 Certification

INTERESTS

Sports

- Snowboard / Skateboard
- Jogging
- Tennis

Music

- Guitar
- listen to a wide range of music on various devices - phone, computer, squeezebox....