



internationally renowned Factoring & Commercial Finance professional

CURRICULUM VITAE

Erik Timmermans

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Belgium

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Born: Ekeren, Belgium 21/01/1960

Nationality: Belgian - Civil Status: Married

PERSONAL PROFILE

Erik Timmermans is a well-known and highly regarded leader of a world scale membership organisation who brings clear vision, strategic overview and real world operational effectiveness. He is an acknowledged expert in the field of receivables finance, a fast-growing form of business funding with a global turnover of €2.5 trillion.

CORE COMPETENCES & PROFESSIONAL EXPERIENCE

Executive:

- Proven long term Board Member experience, both as executive (CEO/ COO) and non-executive

Thought leadership:

- A recognised progressive leader in the global Factoring & Commercial Finance Industry
- Regular speaker at conferences and writer on topics related to the Invoice Finance Industry
- Highest integrity and reputation
- Received the Life Time Achievement Award during the BCR Receivables Finance Convention in 2018
- Received the Leadership in Receivables Finance Award at the Business Money Receivables Awards 2017 ceremony

Expertise:

- Thorough understanding of the complex environment of international associations with multiple stakeholders
- Acknowledged Subject Matter Expert in Factoring and related Working Capital Finance solutions (Credit Insurance, Supply Chain Finance, Asset Based Lending...)
- In depth experience of multi-lateral EU Policy Making Processes and Advocacy activities
- Successful experience in setting up strategic alliances with global professional organisations
- Global Professional Conference Organization
- Business-to-Business communication: advertising, PR, Marketing and Sales CRM information systems, client satisfaction surveys
- Combining client satisfaction and organisational profitability
- Effective Change Manager
- Multi-cultural adaptability and sensitivity
- Strong, effective and practised negotiator
- Excellent communication skills in four languages
- Financial and credit analysis

CAREER

1/11/2011 – present:

Self-employed Managing Director of BZIX bvba-sprl: www.bzix.be

Provision of management & consulting services in:

- Factoring, Receivables Finance, Supply Chain Finance
 - o Advisor Finance Industry at [Atradius Collections](#)
- Association & Federation Management:
 - o Secretary General at [EESPA](#)
- Optimization of SMEs' working capital

Founder of start-up digital community for Receivables Finance professionals:
[World of Open Account \(WOA\)](#)

1/8/2005 - 31/12/2017:

International Factors Group (IFG) and Factors Chain International (FCI): www.fci.nl

(Service provided through BZIX from November 2011 and prior as an employee)

As CEO and Secretary General of IFG initiated, negotiated and brought to successful implementation the merger between IFG and FCI on 31/12/15

Post-merger acted as Deputy Secretary General of FCI and legal representative of the Belgian Branch of FCI from 1/1/2016 till 31/12/2017 with specific responsibility for Compliance and for membership development in Europe, Middle East and Africa

Secretary General and CEO of IFG (International Factors Group) Worldwide Trade Association for the industry of Factoring, Commercial Finance and Asset Based Lending

- Full responsibility for the development of the Association:
 - o Membership growth and relations
 - o Development of Events and Educational Program (the IFG Academy)
 - o Conception, organisation and communication of industry information
 - o Organisation of lobbying activities
 - o Daily management of the Secretariat (reporting to Board as MD)
- High profile function, requiring intensive global travel, meetings with government officials, senior management from banks and financial corporations, bank regulation authorities, non-government organisations...
- Function requiring diplomatic skills, adaptability to different cultures, excellent communication skills in meetings, documents and presentations

- Implemented a complete restructuring of the organisation, mission, communication and deliverables of the association (In 5 years, membership grew from 65 members in 44 countries to 160 members in 62 countries)
- Initiated the EU Federation for Factoring and Commercial Finance (euf.eu.com), which lobbies EU institutions on behalf of the European receivables finance industry. Appointed Chairman of the EUF In 2016

1/11/2001- 31/07/2005:

Managing Director of Brussels International Trade Mart

1982 – 31/10/2001:

International Factors Belgium: sales, marketing and managerial roles

LANGUAGES

- Perfect trilingual Dutch / French / English
- Excellent active knowledge of German
- Basics of Italian and Spanish

EDUCATION

1971 - 1977 : Xaverius College in Antwerp, Belgium : Latin-Sciences

1977 - 1981 : UFSIA (University of Antwerp) : Applied Economic Sciences, orientation Marketing

1991 - 1992 : Vlerick School for Management (University Ghent, Belgium) : post-experience graduate in Middle Management

1998 : Insead (Fontainebleau - France) : Strategic Management of Services : two week intensive executive education programme