

## Personal Details:

**Name: Arie Koppelaar Location: Netherlands Notice Period: TBC Salary Package: TBC Nationality: Dutch Native Language: Dutch Status: Married + Grown Children**

## Personal Summary:

Entrepreneurial and hard-working with over 20 years international management experience in the maritime industry. A committed, self-motivated, pro-active and result-driven builder and facilitator to build on the organisation's performance, HSEQ standards, achieve growth, better financial performance, while improving customer satisfaction. Analytical but pragmatic with a natural drive to achieve improvements, IT and technical innovations. Excelling in a diverse and dynamic international working environment.

## Career History:

**Matrans Rotterdam Terminal B.V.  
MARS Terminal and Port Management B.V  
Managing Director Marine Services**

**May 2020 – Pres  
May 2019 – Pres**

- Matrans Rotterdam Terminal B.V. is a multi- purpose terminal operator in the port of Rotterdam.
- The organisation is over 150 employees large.
- The terminal handles about 3.0 mln tons break-bulk in the segments forest products, metals (Hydro), 200.000 containers and deploys over 50.000 truckloads per year.
- Remedy of the initially failed implementation of a new cargo flow of about 1.3 mln tons of break-bulk per annum.
- Restructure the organisation to improve operational performance and facilitate further growth.
- Active in sales and business development, including contract (re-)negotiations.
- Cost analysis and restore profitability.
- Successful completion of the remedy project within the by the clients' set timeline.
- Transformation of loss-making activities into profit generating Growth of 150% in container throughput

**CCT Beheer B.V., Moerdijk, The Netherlands**  
**COO**

**May 2020 – May 2021**

- CCT Beheer B.V is a holding company active in container logistics and terminal handling, an asset based intermodal container logistics provider; operating a trimodal terminal, an inland container terminal, barging company, and warehousing/CFS station.
- Part of the leadership team
- Participation in the acquisition of two mid-size container terminal operators, and when successful to manage the transitions and integration, both acquisitions failed.
- Align the operational organisation with the business requirement to improve CCT's overall's operational performance.
- Improving the tri-modal terminal's operational performance
- Better the barge and terminal related activities operational performance

**C. Steinweg Handelsveem B.V**  
**Director Stevedoring**

**Apr 2019 – May 2020**

- C. Steinweg Handelsveem B.V. is worldwide operating service provider in the areas of storage, cargo handling, forwarding, chartering and other related services, with a focus on commodities.
- As terminal operator the emphasis is on multi-purpose (commodity) break-bulk and project cargoes. In the port of Rotterdam 7 terminal were operated.
- The Director Stevedoring reports to the Group Executive Board and is part of the management team.
- Account management and business development ARA range
- Forwarding (South America / South Africa) and project cargo business development.
- IT application development and improvements
- Management of the department and group related matters.
- Diversification in activities of the stevedoring department, away from the group's traditional commodity handling.
- Initiation of a KPI improvement program
- Initiation of a terminal restructuring plan for the port of Rotterdam

**C. Steinweg Oman LLC, Sohar, Oman**  
**C.E.O**

**Oct 2011 – Jan 2019**

- The Port of Sohar is the gate-way to the Northern part of Oman, a critical transfer point for the National economy.
- The main activities were in the cargo segments break-bulk, project cargoes, dry-bulk and RoRo, including a warehouse & container freight station. The facility was about 52ha in size with a quay length of 960m and a draft of 16m.
- Providing executive leadership to the 500+ employee large organization, handling over 9.0 mln mtons of break- and dry-bulk cargoes per annum, generating a yearly turnover of USD 50 mln.
- The CEO is responsible the company's total performance as per constitutive agreement and reports the Board of Directors and Shareholders. Stakeholder management with the private and public sector up to minister level.
- Financial performance: Turnover growth of about 200% over a 6-year period, with a significant improvement of the net profit margin.
- During this period cargo throughput measured in metric tons increased over 500%.
- Facility: Terminal area expansion of 14ha and 260m quay length, in terms of size a growth of about 30%.
- IT related: implementation of a new terminal operating system, the introduction of a technical maintenance and spare-part management system, and fleet management and control system.
- Terminal operation: change from a mainly cost driven to a performance driven approach.
- Optimizing the terminal performance and maximizing the financial result, by introducing specific product and customer orientated cargo handling methods and systems.
- Equipment; restructuring, standardizing and modernizing the terminal handling equipment.
- Implementation of HSE improvement and awareness programs.
- HR: execution of the Government's Omanisation plan with a transformation from under-performer to out-performer in the port and logistics sector.
- Design and implementation a closed transport and handling system for petcoke to serve the local refinery.
- Facilitating an export aggregates dry-bulk flow from zero to about 700.000 tons a month within three months, whereby the targeted 1.0 mln tons per month handling capacity was realised three months later.

**Waalhaven Group B.V.**  
**Commercial Director Waalhaven Group**

**Jan 2009 – Sep 2011**

- The Waalhaven Groups is one of the leading empty depot's in the Port of Rotterdam, intermodal container transport operator, niche player in short-sea terminal operations and offering customs related services.
- Part of the Groups' management team
- P&L responsible for assigned business units
- Business development and sales
- Identifying and setting up new activities
- Stakeholder management
- Restructuring of the group's Rotterdam based terminal activities to improve the overall performance and create cost efficiencies.
- Developing new intermodal container logistic activities within the port of Rotterdam; Waalhaven Intermodal Logistics (WIL) and 'Cool Barge' specialized in reefer transport
- Executing the feasibility study for the successful merger of the group's empty depot activities with a larger competitor, as well as the operational execution as from the 1st of January 2010.

**Barge Terminal Born B.V**  
**2008 Deputy Director**

**Mar 2006 – Dec**

- Barge Terminal Born, part of the Waalhaven Group, was an asset based intermodal service provider, operating a tri-modal inland container terminal in
- Born, connected via dedicated barge and rail services with the ports Rotterdam and Antwerp.
- P&L responsible, part of group's management team
- Business development and account management
- Daily management of the tri-modal terminal
- Restructuring the activities, improving operational performance and restoring profitability
- Setting up of a frequent rail-way connection with the port of Rotterdam
- Implementing and optimizing IT solutions
- Merger of the trucking activities with a strong local competitor to strengthen the market position

**Nirint Shipping B.V**  
**Director Operations**

**Aug 1998 – Feb 2006**

- Nirint Shipping was a multi-purpose liner service, with offices in Holland, Spain and Cuba.
- Member of the management team, and responsible for all operational activities
- Contract negotiations with stevedores and other service providers.
- Commercial and operational handling of 'spot' and special and project cargoes.
- Fleet-capacity calculations and planning to meet supply with demand.
- Determining and safeguarding the sailing schedule.
- Chartering; inclusive charter-party negotiation, voyage calculations, laytime calculations, cost-control, instructing agents and stevedores, instructing of vessel, making of stow plans.
- Special assignment; from 1st of September 2004 responsible for the restructuring and optimizing the operational organization of the home-port stevedoring company
- Facilitating and accommodating organic growth in terms of vessel size and frequency.
- Modernizing the fleet and change charter strategy to long-term approach
- Transformation from prime break-bulk and project orientated carrier to more container oriented, including the merging with a competitor
- Improving the terminal performance and implementing a 300.000 mton per year break-bulk flow

**Seaport Terminals B.V**  
**Operations**

**Oct 1996 – Jul 1998 Manager**

- Seaport Terminals B.V. was a multi-purpose stevedoring company serving roro/storo, break-bulk and deep-sea container trade
- Forest product segment
- managing daily activities on performance and quality cost/revenue analysis and improvement programs
- Aligning operational processes to customer demands
- As member of the management team involved in re-organization of the Company
- Setting up a stevedoring and warehousing organization

## **Education:**

### **University of Wales**

**Jun 1992**

- Master of Science (M.Sc.) Transport

## **Languages:**

- Dutch – Native
- English – Fluent
- German – Intermediate