

## Contact

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[www.janvincentmeertens.com/art](http://www.janvincentmeertens.com/art)

(Personal)

[www.arbeiderspers.nl/web/](http://www.arbeiderspers.nl/web/Boek.htm)

Boek.htm (Other)

## Top Skills

Crisis Management

New Business Development

Management Consulting

## Languages

Dutch

English

Spanish

## Certifications

Intercultural Management Consultant

## Publications

Do we have a deal?

Het Meisje van Tota

Prepare to Respond

# Jan Vincent Meertens

Author, trainer, international negotiations

Amsterdam Binnenstad en Oostelijk Havengebied, North Holland Province, Netherlands

## Summary

Intercultural (business) relations development partner. Social entrepreneur, author, moderator, (personal) coach, policy advisor intercultural affairs. I focus on meeting bottom-line targets and achieving social impact by providing practical skills that be applied immediately and effectively.

Associate partner at Hofstede Insights, founder at Connect2us. Board member of Fire Fighters without Borders and other non-profit organizations.

Having cultural empathy is an essential attribute for the successful global manager of today. Cross-cultural awareness is not just about behaviour, but also about understanding and sharing to create a sustainable win-win environment for you and your international partner. Having studied, lived and worked for more than three decades in different countries around the world, I offer coaching and guidance to global managers. To help improve communications between immigrant and host communities; to help develop sound cross-cultural business strategies, enhance cultural competencies, or prepare for international business missions and complex cross-cultural negotiations.

Specialties: intercultural management and negotiations; risk, crisis and disaster management.

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## Experience

### Hofstede Insights

Intercultural Management Consultant, trainer, author

October 2013 - Present

Den Bosch

Hofstede Insights is a global partner for global players. Our culture & management consultants draw on more than 20 years of experience improving

effectiveness for companies from Accenture to Vodafone successfully extending the global reach of companies, institutions, NGO's and government agencies. itim empowers clients by developing intercultural synergies, developing win-win strategies for partners from different cultures.

## Connect2Us Foundation

Chairman

October 2016 - Present

Amsterdam Area, Netherlands

Foundation Connect2Us is dedicated to help improve communication between migrants and their host countries. During their resettlement migrants face numerous instances where cultural differences emerge. Normal, day-to-day situations can turn out to be pleasant encounters, but also startling or even mind boggling. And this is not only true for the newcomer. Volunteers, caretakers, neighbors in the host country can also wonder about an intercultural encounter.

Four volunteer interculturalists, associated with the Hofstede Centre, that have experienced these differences due to their international background, have taken the initiative to create a number of these daily encounters.

The easy-to-read stories show cultural differences with the Dutch culture, offer guidance on the cause of differences and offersuggestions on how migrants as well as Dutch nationals can overcome these in a positive way. Illustrations will help the user to navigate through these intercultural situations. The explanations are done in laymen terms and with additional information based on scientific research, for users who want to understand more. The stories depict the daily struggles of the fictitious family Yousef, a refugee family with Syrian roots, settling into the Netherlands.

Stories have been validated by refugees as well as organizations providing assistance to migrants. Prof. Geert Hofstede has validated the cultural implications of the events described in the stories.

D66

Redacteur

January 2015 - Present

Den Haag

Jan Vincent Meertens

Schrijver, trainer, coach internationaal management

October 2013 - Present

The Netherlands

Trainer, schrijver over cultuur verschillen en het effect daarvan op management maar ook het dagelijkse leven. Op reis, maar ook in eigen land komen we iedere dag De Ander tegen. Soms komt hij van heel ver weg. De andere keer van heel dichtbij. De Ander spreekt een andere taal, heeft een andere huidskleur, is Boeddhist, of misschien wel Soenniet. Hij of zij geeft een hand, een kus of helemaal niets. In een ver land ben jij welkom, in jouw land is hij of zij welkom. Althans, zo willen we ons allemaal graag voelen en zijn. Tijdens mijn reizen leerde ik veel over De Ander. Ik wil die ervaringen delen om te helpen de omgang met De Ander gemakkelijker, betekenisvoller en profijtelijker te maken. Voor allebei. Want we zijn De Ander voor elkaar.

Nyenrode Business Universiteit

Coach, Part-time lecturer, Editor

2017 - Present

Guest lecturer at the executive program Sales Management.

Working directly with students as facilitator in the peer group coaching program, which forms part of the Career & Personal Development course of the full-time International MBA program at Nyenrode Business Universiteit. The peer group coaching program aims to develop students' self-awareness and effectivity, to share experiences and in the process to facilitate students' personal development and prepare them for a strong entrance onto the international job market.

Editor at the VCV Magazine, the glossy Nyenrode Alumni Magazine

SAR Systems

Founder, Executive Director

June 1998 - August 2018 (20 years 3 months)

SAR Systems is a turn key project integrator for emergency management. The firm assists public authorities to develop and implement complete emergency response networks. Projects include risk analysis, investment planning, risk mitigation, early warning, emergency communication, emergency medical services, fire and rescue services and civil protection.

Stichting Brandweer zonder Grenzen

Board Member

February 2008 - December 2017 (9 years 11 months)

The Fire-fighters without Borders foundation is a non-profit organisation that has been established in 2007 to provide training, used equipment and training materials to fire brigades in developing countries. The used equipment that the foundation provides is depreciated in the Netherlands but still has significant value for fire brigades in developing countries which often lack essential equipment or have to work with equipment that is severely out-date and of poor quality.

The Foundation offers to help people in need of help. That is why fire-fighters are willing to spend their free time and energy on the Foundation's projects in development countries.

### SAVER Foundation

Founder, Board Member

January 2005 - April 2013 (8 years 4 months)

SAVER Training takes the form of multidisciplinary courses for all the emergency services which play a role in emergency response incidents. The SAVER® method was developed by ICET. This 'Systematic Approach to Vital Emergency Response' has proven itself to be very effective and has been implemented by various countries.

### ICET

Founder; Executive Director

May 1993 - October 2010 (17 years 6 months)

Policy Advisor Safety

### Holmatro

Commercial Director

January 1990 - May 1996 (6 years 5 months)

Number One Manufacturer of Rescue Systems

### Holland Chemical International

Manager

January 1982 - December 1989 (8 years)

Management positions in Colombia, Guatemala and California.

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## Education

Thunderbird School of Global Management

Executive Certificate Global Negotiations, International Relations and  
Affairs · (2014 - 2014)

Hofstede Centre

Practitioner, Intercultural Management · (2013 - 2013)

University of Leicester

PgDRCDM, Risk, Crisis and Disaster Management · (1999 - 2000)

Thunderbird School of Global Management

MBA, Global Management · (1980 - 1981)

Nyenrode Business Universiteit

BBA, Business · (1977 - 1980)