

Denis Gallant

Sr. Consultant/Partner

Motivation starts with goal setting



Denis Gallant
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> PROFESSIONAL EXPERIENCE

2015 - 2017

**Fountain Group; Belgium
(Beverage solutions for SME)**

CEO & Board of Directors Member

- Securing the company's continued effort of turnaround
- Generating a strategic and investment plan enabling a rejuvenated path of growth
- Leading a pragmatic implementation of daily recovery

2010-2014

Ansell; Hong Kong

(Gloves for medical and industrial environment)

Senior Vice President & Regional Managing Director APAC

- Managing 140 employees across Sales, Marketing and Support Operations; generating \$160M
- Directing organizational growth within APAC markets
- Member of Executive Leadership Team

2005-2010

Ansell; Belgium

(Gloves for medical and industrial environment)

Vice President, Sales & Marketing EMEA

- Leading Sales and Marketing Operations with 90 team members, generating \$210M in turnover
- Fundamentally upgrading company drivers, sales approach and CRM system

2000-2004

**Sara Lee / Douwe Egberts; Czech Republic
(FMCG Coffee & Tea)**

Managing Director, Czech Republic & Slovakia

- Managing operations in 2 commercial organizations focussing on FMCG Retail and Out of Home (OOH) channels with 220 employees
- Leading 6 direct reports including CFO, HR Director, Operations Director, Marketing Director and Sales Director

1996-2000

**Sara Lee / Douwe Egberts; Belgium
(FMCG Coffee & Tea)**

Vice President, Sales & Marketing

- Ensuring successful management of sales and marketing operations focusing on Douwe Egberts, Jacqmotte, Chat Noir, Pickwick, Felix, Duyvis and Natrena Brands

1994-1996

**Sara Lee / Kortman Intradal; Belgium
(FMCG Household & Bodycare)**

Sales Director

- Strategic product branding and sales operations; form opportunistic tactical market approach to strategic brand value building
- Managing major accounts personally

*Our lives are nothing in perspective of time and space,
but let's enjoy acting and evolving, to build a better future*

“It’s all about people”

> PROFESSIONAL EXPERIENCE (continuance)

Other experiences

- Purchase Director
- Business Unit Manager Export
- Key Account Manager

> TYPE OF ROLES AND ENVIRONMENT

- Executive/leadership positions, in family or SME environment and multinational/corporate structures
- BtoC/FMCG, but also in BtoB & foodservices
- Functional experience mainly in Sales & Marketing but also Supply-Chain, Manufacturing & Procurement
- Roles at national level (Belgium, the Netherlands, France, Czech Republic and Slovakia) as well as global/international level (EMEA, APAC)

> EDUCATION

2015

Guberna – Director & Board Effectiveness
Vlerick Business School

1999

International Marketing
INSEAD

1996

Strategic business management
Ashridge Executive Education

1980 – 1984

Master Economic Sciences and Applied Business
Management University of Gent

> Highly personal Denis

Personal values & beliefs

- Our lives are nothing in perspective of time and space, but let’s enjoy acting and evolving, to build a better future
- In most jobs, mindset is more important than skillset
- Success is more ‘evolution’ than ‘revolution’ related
- If ‘no action’ means ‘no mistake’, it also means ‘no results’
- About leadership: let’s not confuse EGO and WE GO

Personal key questions

- Which purposes drives us?
- Where and how would we like to progress more?
- Who are and why do customers buy from our companies?
- How do we share those concerns with our direct environment?
- How much do we believe ‘people’ and ‘community’ matter?
- Are we open to welcome help?

