

DOSSIER GENOMINEERDE



Jeroen Van Godtsenhoven
Managing Director – Country Manager BeLux SAS Institute
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SOLLICITATIEDOSSIER

PERSOONLIJKE OMSCHRIJVING

Naam: Van Godtsenhoven

Voornaam: Jeroen

Functie: Managing Director – Country Manager Belgium & Luxembourg

Maatschappij: SAS Institute

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Directie assistente : Anita Poellaer

Nationaliteit: Belg

Geboortedatum: 26.09.1978

Talenkennis: Nederlands, Frans, Engels

Opleiding: Licentiaat Communicatiewetenschappen + PLD Harvard Business School

Loopbaan: Jeroen started his career in selling Direct Marketing services at DataBaseManagement where he quickly founded and led the Analytics Advisory team for 4 years.

After moving towards SPSS the focus shifted towards selling data mining and predictive analytics tools. Moving to the market leader in advanced analytics “SAS” was a logical step. Within SAS Jeroen had different roles ranging from Account Executive, Head of Pre-sales & Strategy, Sales Director and since 2015 Country Manager.

Club(s) : Cercle de Lorraine

Hobby's: Cycling, soccer, 2 little kids at home...

Persoonlijk kijk op het zakenleven: “It is my conviction that when systems are balanced, the output is maximal. This is true for business and on a macro level: our economic system and the world it operates in, should be in balance to generate sustainable value. We are on a continuous upward journey to reach that goal. In today’s business and society, the power of technology can not be underestimated. Artificial Intelligence and self-learning systems will have a systemic impact.

As a business leader it is our responsibility to aim for sustainable growth. This is done through teamwork, giving chances and challenging the status quo but with respect for the individual and the bigger context of society.”

BEDRIJFSOMSCHRIJVING

Activiteitssector: ICT

Bedrijfsspecialisatie: Business Analytics / Big Data

Korte historische achtergrond van de onderneming: SAS (pronounced "sass") once stood for "statistical analysis system." It began at North Carolina State University as a project to analyze agricultural research. Demand for such software capabilities began to grow, and SAS was founded in 1976 to help customers in all sorts of industries – from pharmaceutical companies and banks to academic and governmental entities.

SAS – both the software and the company – thrived throughout the next few decades. Development of the software attained new heights in the industry because it could run across all platforms, using the multivendor architecture for which it is known today. While the scope of the company has spread across the globe, the encouraging and innovative corporate culture has remained the same.

Today SAS (still a private company) presents >40 years of consecutive growth. Annual turnover is 3.2Bn \$.

Actionnariat: I have been the change agent since I started at SAS 8 years ago. After 2 years I was part of the leadership team and since 2015 I am leading the company. The results are until now very strong on multiple KPI's.

Zakencijfer:

2014: 48.9Mio€ (after 2014 Int'l contracts were invoiced in the US causing a drop in booked financial revenue)

2015: 45.5Mio€

Personeel :

2014: 140

2015: 135

Directiecomité:

CEO: Jeroen Van Godtsenhoven

CFO/ Christophe De Baenst

CIO/ Gil De Poerck (not in the exco)

CMO/ Ivy Van der Heyden

CHRO/ Hélène Ernotte

Sales Directors: Guy Van Wilder, Edwin Van Waes

Prof. Serv. Director: Philippe Gras

Missie: SAS delivers proven solutions that drive innovation and improve performance

Visie: We transform the way the world works

Waarden: Approachable - Customer-Driven - Swift & Agile – Innovative - Trustworthy

Nieuwe managementpraktijken: Cultivating a culture that drives your strategy. Based on giving chances to whom is willing to take on the challenges. Creativity and attitude are a lethal combination with Skills.

Gebruik van nieuwe technologieën:

In god we trust, all others bring data.

Decisions based on emotion aren't decisions, at all. They're instincts. Which can be of value. The rational and the irrational complement each other. Individually they're far less powerful. We use our own SAS technology to run predictive analytics

against our qualitative data and gutfeel to make the best decisions
Social media and collaborative tools and cloud platforms are part of our innovative DNA