



Jonito Douwes Dekker

Business Sales & Delivery Executive

LinkedIn - <https://www.linkedin.com/in/jonitodd/>

Business Website : <http://maracucho.eu/>

Summary

Professional Background

Jonito has over three decades of work experience. He started his career at Philips and Royal Dutch Shell close to the Information Technology and moved gradually closer to the Business side. In 2000 he started at IBM selling Enterprise Software Solutions as Software Account Manager.

His Project Management competence combined with his sales education and Business experience has proven a stable fundament for a position as Project Executive. In this function Jonito has been active for almost 7 years managing a number of major Strategic IT Outsourcing Accounts, like Mitsubishi Motors Europe, UWV/CWI and the DHV Group. After a couple of years leading AMS (Application Management Services) deals for the Industry and Communication sector he returned to 'the Oil Business' and focused on increasing the IBM footprint in the Oil & Gas Industry as Business Sales & Delivery Executive.

After a 6 months sabbatical in 2021 he started his own Business as independent professional.

Expertise Summary

Jonito has over 30 years of IT experience both from a commercial as well as a delivery point of view.

He has led multiple international assignments, working side by side with delivery teams in India; from Business Development to Implementation and aftercare.

Part of his recent development is the increased focus on **helping Clients with their transition from Legacy environments to the Digital world and related eco-systems.**

Selected Engagements

- **Project Executive** : Management of International full scope IT Outsource Contracts. Managed contracts during Transitions, Roll-out and Business as Usual for Clients in Automotive, Construction and Public Sector (IBM, Various Clients, 2003-2008)
- **Interim and Change Manager** : Responsible for the support of the Global standard Production applications across the enterprise covering all Upstream Production process areas. Leading a Global team (USA, UK, Netherlands, Malaysia, Melbourne and Bangalore) of support analysts and application functional specialists. (Royal Dutch Shell, 2013 – 2015)
- **Business Development Executive and LT Member for Royal Dutch Shell Account** : Experience and knowledge to drive both the sales of new business opportunities and the delivery of services to Shell. Understand large and complex services engagements in Hybrid Cloud Solutions, including the appropriate methods and skills needed to solve business problems in the C&P industry. Establish strong, trusted relationships with Shell. During this assignment he managed both additional scope elements as well as extended terms in the variousS contracts & keeping NPS scores in the promoter domain. Next to that he initiated and led various initiatives, like RPA (Robotic Process Automation), Application Modernisation Roadmap assesment & PoC on Cloud containerisation, Architect Sourcing and an Eartquake Platform in order to support Shell in their digital transformation journey. (IBM, 2015 – 2021)

Key-Skills

- Leading, empowering and motivating (Account) Teams
- Commercial sense and Business acumen
- Embracing the full potential of India
- Relationship builder at Clients

Qualifications

- Certified Sr. Project Manager
- Experienced Sales professional

Education

- BA Business Information Technology – Hanzehogeschool Groningen
- Postgraduate Change Management Masterclass – VU Amsterdam