



## Bart van Eijck

Associate

Bart van Eijck brings 25 years in sales and sales management as a growth and change management strategist. Throughout 30 countries, he has helped C-Suite and executive leaders achieve aggressive revenue targets and drive team success by implementing proven sales methodologies, instituting performance management models, and recruiting and retaining top talent.

With a background that ranges from “carrying the bag” to running a 500 FTE sales force at Gartner, Bart has helped sales leaders and teams turn around almost every conceivable sales scenario. He arms his clients with the skills, sales-ready messaging, and confidence that they can win.

Prior to joining ValueSelling Associates, Bart held international sales management positions in subscription-based services, SaaS, travel/leisure and risk intelligence/big data, spanning across North America and European markets to emerging markets in Eastern and Central Europe, Russia, Middle East and Africa.

He served as Commercial Director Europe for GlobalData, Worldwide SVP Sales & Marketing for Polecat, VP and Managing Director EMEA for Expedia, Group VP Sales EMEA for Gartner. Bart is currently the co-founder and CEO of QRing, a provider of “intelligent address” solutions for highly optimized parcel delivery services and tracking, as well as a state-of-the-art Lost & Found solution for your valuable items, pets and loved ones.

A goal-driven, yet flexible, team player, he has implemented change management programs with strong results:

- 20+% YoY growth for global market intelligence firm
- 200% YoY growth and quadrupled client base for tech company
- Grew EMEA into the biggest super region with the highest EBITDA contribution, including opening up Italy, Middle East and CEE/Russia, for travel products/services
- Transformed EMEA business into double-digit growth despite worst economic downturn since WWII for global research and advisory firm

Bart participated in the OneMBA program at the Rotterdam School of Management (RSM), and received a NIMA B (Advanced Marketing Degree), and a Bachelor of Science degree in Business Administration from Haagse Hogeschool/TH Rijswijk. He served as Corporal in the Dutch Army. Bart speaks English and Dutch fluently, and also speaks German, Spanish and Italian.

With a work-hard, play-hard personality, Bart enjoys running, windsurfing, sailing, squash, wines, antique maps, travel, history, architecture and more in his free time.

**Keep it simple. Drive results.**

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