

JENS AERTGEERTS

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CURRICULUM VITAE

PERSONAL DETAILS

Nationality: Belgian
Marital status: Married, two children
Languages: English, Flemish, German, French

PROFESSIONAL EXPERIENCE

An internationally experienced professional with over 20 years of expertise in the lighting industry. Strong background in sales, entrepreneurship, and team motivation. Proven success in initiating and reorganizing departments on an international scale, within the private as well as in the private equity sector. Exceptional multilingual communication skills and a people-centric approach, with a track record of driving business growth and transformation.

CAREER DETAILS

2016 – present

SLV Lighting Group, Düsseldorf
Chief Sales Officer (CSO/CPO)

- Actively and successfully participated in the transition of SLV GmbH from Cinven (PE) to Ardian (PE) end 2016
- Grew the company from a revenue of EUR 125 million to EUR 235 million in 2022
- Orchestrated the acquisition of Soluciones Luminotécnicas Visuales S.L. in Spain, furthering European market dominance (SLV Spain) (2022)
- Facilitated the acquisition of Novalux S.r.l., and Spotline sp.zoo. (Later: SLV Poland sp. zo. o.), and established SLV Österreich GmbH (2021)
- Founded SLV Lighting UK Limited, consolidating presence in the UK market (2019)
- Acquired ML Accessories Limited, broadening the company's market share (2017)
- Led and executed a comprehensive growth and expansion strategy, significantly increasing company revenue and market presence (2016)

2011 – 2016

**SLV GmbH, Übach-Palenberg
International Business Development Manager**

- Executed the acquisitions of Lagotronics B.V. and rebranded later to SLV Netherlands, Nordtronic (Denmark), and founded SLV Portugal and SLV Middle East (2016)
- Established the Asia team with offices in Shanghai and Guangzhou, starting subsidiaries in Czech Republic, Norway, and Slovenia (2015)
- Led the purchase of UNEX lighting AG in Switzerland, enhancing the product portfolio (2014)
- Complete reorganization of the Swiss subsidiary as a crisis manager and successfully introduced a new sales strategy with a growth in revenue from EUR 2 million to EUR 10 million today (2011)

2006 – 2011

**SLV GmbH, Übach-Palenberg
Foundation of several subsidiaries within SLV GmbH**

- Oversaw the acquisition of LTB Italia, rebranded later as SLV Italia (2008)
- Spearheaded the founding of Declic in Switzerland, later becoming SLV Swiss (2007)
- Directed the acquisition of LTB in Belgium, setting the stage for future expansions, later rebranded as SLV Belgium

2000 – 2006

**Royal Botania, Nijlen, Belgium
Luxury Outdoor Garden Furniture/Light**

- General manager for daily operations, including HR etc. (COO)
- International Sales Manager for Lighting division
- Co-Founder and CEO of LTB Light in 2002
- Grew the company from 0 euro in revenue to approximately EUR 18 million today
- Setup as Co-founder LTB Italia (2005)
- Set up contract and relationship with SLV

1996 – 2000

**Nuclear Services, Antwerp
Supplier for technical support in Nuclear Power plants**

- Responsible for daily organisation, planning different constructions sites.
- Negotiating contracts with Power plants
- Responsible for HR, selection, training

1991 - 1996

TRIO INTERIM, Antwerp

- General manager for temporary employment office
- Daily operation, selection, administration, sales, HR

1989 – 1991

NewACS TOYOTA, Antwerp

- Sales Manager Fleet for region Antwerp
- Region dealership of Toyota

EARLIER ROLES, ACHIEVEMENTS AND KEY COMPETENCES

- Initial expansion and foundation
- Strategic acquisitions and new ventures
- Continued Growth and diversification

EDUCATION

1987 – 1988

PHITS, Antwerp

Degree: Communication & Public-relations Sciences

1980 – 1986

St. Lodewijck, Antwerp

Degree: Accounting and Business Administration

Düsseldorf, February 15th, 2024

Jens Aertgeerts