

General Manager

After completion of Mechanical Engineering studies at the Technical University in Delft in 1988 a short period of one year all-round management experience was built up in the family business "Brabant van Opstal" (agricultural machinery, turn key grain silo's, cattle feed plants and ship unloading equipment). Hein was project leader of the realization of the mechanical part of a grain silo in Dar Es Salaam and of an ICT-project in South-Africa. After Hein's decision not to pursue his career in the family business, he started his MBA studies at the Rotterdam School of Management with an exchange semester at Columbia University in New York. He completed his MBA in 1991.

He pursued his career for six years in the multinational AT&T in several line and staff positions where he became selected for the Advanced Management Program.

The liberalization of the Telecommunications market in 1997 has lead to founding the company NTiM B.V. for consultancy, negotiations and program management for the realization of telecommunications benefits for large customers. This successful venture was sold to the other owner in 2000 and Hein participated in a successful software company Barito. In 2004 he bought 100% of the shares of this company and attracted the years after several investors. Eventually after 8 years, Hein sold the software company in the summer of 2008, but continued the license business from the developed services and software.

In September 2008 Penguin-Ventures, a private equity company hired Hein to be the interim General manager for Prins Metallurgische Producten B.V., an international technical trade company importing metal castings and forgings from China with sixty employees in the Netherlands, France, Germany, Czech and China. In fourteen month two new sales organizations in Germany and the Netherlands have been realized including the integration of two acquisitions following a buy & build scenario. Also ISO-certification has been achieved, and ERP has been implemented. Hein managed the company during the worst economical crisis in the past century and booked positive results in both 2008 and 2009. The leadership of Prins has been transferred in November 2009 to the General Manager of the second acquisition conducted by the first of July 2009.

In January 2010 Hein started Chinforce to deliver quality metal products.