

Frederic Nuyts

Owner, Govex sprl/bvba (Government Exchange)

frederic.nuyts@govex.eu

Summary

Specialist in Government Tendering in Belgium, France and on European level.

Main skills : marketing and communication, e-gov consultancy, IT, webdesign, sales, managing business development, internet communication and marketing, webmarketing, direct marketing.

Graduated in marketing at EPHEC, I worked 3 years in the distribution sector of as Key Account Manager, where I could acquire a solid experience in sales. I became after Account Manager in a consultancy firm specialised in the public sector. I was successively promoted there with the positions of Team Leader and Marketing Manager, where I could acquire all the experience necessary to completely manage a consultancy firm for public procurement. I also organized more than 250 trainings/seminars for private companies and for public bodies. When I had a little bit of time I worked as external consultant in the IT sector where I specialised myself especially in networks and webdesign. At the beginning of 2006, I launched with other associates my own company of consultancy regarding public procurement, Government Exchange (Govex). www.govex.eu

I also recently created the first forum and information centre for european public procurement : www.publicmarkets.eu and the blog about public procurement in 6 languages updated in real time : www.publictenders.be

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Specialties

Public procurement in Europe, government relations and consultancy, marketing, webmarketing, direct marketing, ICT

Keywords : marchés publics - overheidsopdrachten - aanbestedingen - public tenders - adjudications - public procurement

Experience

Managing Partner, CTO at Govex (Government Exchange)

January 2006 - Present (4 years 1 month)

Your solution for public tenders in Europe : www.govex.eu

Free forum and information centre for European public tenders : www.publicmarkets.eu

3 recommendations available upon request

Marketing & Communication Manager at EBP

January 2003 - January 2005 (2 years 1 month)

8 recommendations available upon request

Senior Sales at EBP

September 2001 - January 2003 (1 year 5 months)

1 recommendation available upon request

Junior Sales at EBP (European and Belgian public Procurement)

August 2000 - September 2001 (1 year 2 months)

Education

Ecole Pratique Hautes Etudes Commerciales

Graduate - Bachelor, Marketing, 1997 - 2000

Activities and Societies: EPHEC

Facultés universitaires 'Saint-Louis', Bruxelles

1994 - 1996

Collège Saint-Pierre Uccle

1982 - 1994

Interests

Marketing and communication, Webmarketing, Public procurement in Europe, New Technologies, Windsurf, ICT

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12 people have recommended Frederic

"Frederic has a great feeling for business and combines excellent closing skills with a keen sense for marketing."

— **Roel Derhaeg**, *Sales Consultant, EBP*, worked directly with Frederic at EBP

"Créatif, solidaire, motivé, Frédéric n'est pas un Marketing Manager... c'est LE Marketing Manager par excellence. Ces quelques mois de travail avec lui m'ont énormément apporté tant au niveau professionnel que personnel. Toujours de bon conseil, cette expérience à ses cotés m'a permis de développer mes compétences commerciales et, en même temps, de créer une amitié qui dure depuis lors."

— **Mathieu Portzenheim**, *Junior Sales, EBP*, worked with Frederic at EBP

"Frederic performed to high standards on ongoing business and has a knack for identifying and developing new opportunities. Excellent businessman, great teamplayer."

— **Stefaan Decapmaker**, *sales, ebp*, worked with Frederic at EBP

"I worked with Frederic at EBP and he is not only a person with a nose for sales opportunities, he also is capable of turning these opportunities into results. I asked for his help an Marketing and IT numerous times and he always found a possibility to increase sales. It was a pleasure working with him and I know it still is from his fellow workers at the moment."

— **Marcel Vermeire**, *Account Manager New Sales, Berendsen Textiel Service BV*, worked directly with Frederic at EBP

"I got to know Frederic as a driven and inspired professional within his Mark-Comm role at EBP. As he has now started a new venture, he confirms the strong business-oriented motivation I recognized in him."

— **Bart Wouters**, *Junior Sales, EBP*, worked indirectly for Frederic at EBP

"Frederic is the best colleague that i have at EBP. When you need help also in professional life and in private life, he's there for you. When I arrive at EBP he was working for EBP since more than 2 years ago. He gave me some details to do my job beter and to have more results than it was

expected."

— **Manu Bayet**, *Junior Sales, European and Belgian Procurement*, worked directly with Frederic at EBP

"Lors de mon travail avec Frederic chez EBP, j'ai pu apprécier sa créativité et son engouement à toujours prendre en compte les réels intérêts de ses clients. Ses campagnes marketing furent telles que même aujourd'hui, j'en parle encore autour de moi ..."

— **Joffroy Beckers**, *Senior Sales, EBP*, worked directly with Frederic at EBP

"Frederic m'a surpris lors de nombreux projets marketing des plus complexes et ce, autant par ses idées innovantes que par sa capacité de leadership. Le succès des actions marketing menées par Frederic relève d'une très bonne compréhension du consommateur finale dans le respect des budgets et du planning fixé."

— **Xavier Blauwet**, *E-Commerce Responsible, ACTELdirect*, was with another company when working with Frederic at Government Exchange (Govex)

"Travailler avec Frédéric fut très enrichissant. Sa créativité et sa capacité à exploiter toutes les opportunités du marché nous ont permis de mettre en place des campagnes d'acquisition et d'up-selling très efficaces."

— **Nicolas Brenard**, *IT Assistant, EBP*, worked with Frederic at EBP

"Je considère Monsieur Frédéric Nuyts comme un atout essentiel dans le milieu du marketing, de la communication inter et intra entreprise car sa polyvalence et ses multiples talents nous sont bénéfiques. Ainsi, je recommande en toute bonne foi les services de Monsieur Frédéric Nuyts car je suis convaincus qu'il apportera à votre entreprise une contribution unique et qui saura satisfaire vos exigences les plus sévères. Un atout essentiel."

— **Olivier Greslard**, *Owner, Govex sprl*, worked directly with Frederic at Government Exchange (Govex)

"Frederic slaagt er steeds in om op een creatieve manier de verkoop te stimuleren. Hij wist altijd zijn targets te behalen en heeft het departement marketing op poten gezet en succesvol uitgebouwd. We hebben elkaar meermaals "bestreden" om de titel beste verkoper en staan nog steeds op een "gelijkspel". Dankzij de goede samenwerking uit het verleden hebben we besloten om samen ons eigen bedrijf op te starten."

— **Tom Ampe**, *Senior Sales, EBP*, worked with Frederic at EBP

"Frederic and I were colleagues before we decided to start our own company. I know Frederic as a hard working, (direct) marketing specialist with excellent IT skills. He finds a solution to every problem and opportunity I come across. Together we are unbeatable!"

— **Tom Ampe**, *Partner & Sales Manager, Govex bvba*, worked directly with Frederic at Government Exchange (Govex)

[Contact Frederic on LinkedIn](#)