



# Curriculum Vitae

## Personally

**Company name:** Treasury Flex Partners B.V.

**Name:** Schrijnemakers

**Sure Name:** Edward

**Place:** Utrecht

**Telephone:** +31 (0)6- 82 42 07 31

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**Nationality:** Dutch

**Date of birth:** 28 June 1979

[LinkedIn](#)

## Career objective

During my career as Banking as well as Corporate Treasury specialist I have successfully achieved some major projects like implementing/setting up a new Treasury Management System, structuring global financial organizations, improving the liquidity needs by accurate CF forecasting and make complex transactions happen by structuring working capital instruments (Supplier finance, Asset based Finance, Factoring and other Trade finance solutions). By having working experience within the Banking sector as well as the Corporate Treasury side I decided to start as an interim finance expert helping organizations to build up/structuring their Finance and Treasury department.

## Relevant work experience

**2020 June till now**

Position: Interim Treasury and Cash management specialist – ABB The Netherlands – European Central Operation Treasury Team

### **Main Responsibilities:**

- Assisting and coordinating the Carve-out of the treasury operations from ABB to JV Hitachi / Power Grids (drafting treasury processes, FX hedging, Netting, Cash pool, Setting up banking portals with new users and user rights, TMS implementation);
- Set-up SAP Global Cash Management System (Hana / S4);
- Set-up bank connectivity (MT-940) with all banks and treasurers worldwide.

***-Reference check: Thomas Wimmer – ABB Group Treasury Director***

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**2018 October till March 2020**

Position: Interim Trade/Export Finance, Credit insurance & Treasury specialist – Thales Nederland B.V. (local entity belonging to HQ in Paris)

***-Reference check: Elvis Buitenhuis – Manager Treasury & Export Finance-***

The Thales Group is a global electronics company that is active in the field of aviation, defense and information technology. The company was founded more than a century ago in France as Thomson-CSF. Today, the company has around 64,000 employees, is based in 56 countries, and has a turnover of nearly € 15 billion in 2016.

The company is active worldwide. The activities are grouped into three business units, of which the defense activities are the most important. Half of the total turnover is realized here. Furthermore, the services and products for the aviation sector are large with a turnover share of 40%. The last 10% of turnover is achieved with services for the transport sector.

Thales Nederland is the largest defense company in the Netherlands and produces advanced radar and infrared equipment and fire control systems, including the APAR and SMART-L. Thales radar systems can detect stealth aircraft. In addition, flight simulators of the Boeing 777 and Airbus 380 are being produced for the civilian market.

**Main achievement:**

With a changing political and financial landscape I managed to structure and set up Export Finance facilities with the Dutch State insurance company (Atradius Dutch State Business) and Banks to finance the transactions of several global projects. To reach this objective I had a close internal cooperation with the Sales team, Bid managers, Management, Legal counsels, Corporate HQ, Purchasers and Pricing managers.

**Main Responsibilities:**

- Legal Financial Contract management: review and drafting;
- Prepare and revise all Bids;
- Export Finance set up with Banks and Atradius Dutch State Business;
- Calculating and modelling Exposure curves and financial project risk costs and contingencies as input for the Price and Cash Sheet.
- Offer all kinds of Trade finance solutions to global Clients;
- Hedging FX transactions with Corporate In-house Bank in France;
- Insurance of (Pre-) Credit risk, Cancellation of export license and Unfair Calling of Bonds with Atradius GIP, Single Risk market (via AON broker) and ADSB;
- Revise financial products like Bank and Parent Company guarantees, Letter of credits, Insurance policies and loan documentation and negotiating credit lines and prices of financial instruments with local Banks;
- Controlling the revenues and costs transaction wise;
- Working capital monitoring;
- Credit analysis counterparties including risk mitigation advise by Trade finance instruments;
- Dividend collection;
- IFRS 15 accounting regulation on bids.

**2018 May till October**

Sabbatical; for personal reasons (sickness of my wife) I decided to have a short time of period the full focus on my family. In addition I set-up my own consultancy firm.

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2016 May till 2018 May

Position: Group Treasury manager – Endemol Shine Group B.V. (HQ level)

***-Reference check: Albert Hollema – Group Treasurer***

ESG is an highly leveraged company (9 \* EBITDA) whereby liquidity is key. Because of the high debt position, the company has to pay an enormous quarterly interest to the Bank syndication (DB as agent). To survive each quarterly interest payment it is relevant to manage the cash of the group (close contact with the local entities over the world) and monitor the 13 weeks cashflow forecast to see whether we have to borrow an additional amount from the RCF (flexible credit facility) week by week. In addition, Endemol has to fulfill its financial covenants towards the bank syndication of First and Second Lien Lenders and keep track of the agreed financial ratio's.

**Main achievement:**

To get better control the worldwide Group cash, daily liquidity needs and to reduce the trapped cash from our global subsidiaries we started to implement a new Treasury Management System (TMS) in June 2017. In addition we set up our own SWIFT address connecting all the worldwide bank accounts to sweep all the excess cash to HQ in order to downsize the group RCF facility. This also helped us to challenge the current inter-company positions between HQ and all the Opco's resulting in a better intercompany loan structure.

**Main Responsibilities:**

- Inhouse Banking Group towards Subs (reconciliation, sweeps, payments);
- Manage and control the ST and LT positions of all the subs;
- Set-up / support implementation new Treasury Management System (FIS/Integrity);
- Set-up new SWIFT connection
- FX Management Group and for the Subs;
- Intercompany Clearing;
- Set up Cash pool;
- Control and execute Treasury processes;
- Credit facilities: RCF, First Lien, Second Lien, Receivable Securitization, local bilateral facilities;
- Monitoring Financial covenants: security documentation review;
- Bank relations;
- Valuation derivatives together with the Banks and auditors;
- Managing EMIR and MIFID documentation;
- Working Capital solutions like factoring, receivable securitization, trade finance;
- Revise Treasury policy;
- Supporting periodic reporting cycle and P/L and Balance statements;
- Supporting 13 weeks CF reporting;
- Controlling the revenues and costs project wise;
- Reporting US shareholders and towards external auditors.

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2014 January till 2016 May

Position: Trade and Export Finance specialist - Technip Benelux B.V. (local entity belonging to HQ in Houston/Paris)

***-Reference check: Hans Knook – Vice President Finance & Administration***

Technip Benelux BV is part of the Technip Group (stock listed French company) that is active as EPC (Engineering, Procurement and Construction) contractor on the Onshore, Offshore and Subsea market. Within Technip Benelux BV, the Finance department operates as Shared Service center for Benelux and German offices (onshore) and 2 joint ventures (Subsea). As Benelux office, we are mainly active in the Petrochemical market facilitating clients in Europe, Asia, Russia and Middle East. This office hierarchically falls under HQ Houston. For projects above a certain threshold we need approval from HQ Paris. The Treasury function is a sole position within Technip Benelux. My treasury peers are located in Houston and Paris. As Treasury department we have to respect and deal with strict financial Group Principles, meaning regulation on FX risk hedging, accepting and negotiating bank guarantees, financial risk assessment and other finance policies. This makes the procedures within the organization very structured but also very rigid, in a way that we need a lot of approval cycles.

**Main achievement:**

Being a dedicated business finance partner to Sales, Legal and Procurement. As a sole treasury manager my duty was to show added value to all these departments by selling the projects in a financially, legally and profitable way to the Client. Main challenge was to sell the project to difficult countries/clients in combination with Export Credit Agency coverage from Atradius.

**Cash Management:**

- Monitoring the cash positions of the different entities in the Banking platform;
- Delivering input to financial controllers for the short term and long term forecast planning;
- Opening bank accounts abroad;
- Tendering (RFQ) new banks for better and low costs banking infrastructure;
- Managing authorization structure within banking platform (all users + access rights);
- Creating payments;
- Close collaboration with our In-house bank (in Paris) for Zero-balancing agreements, Intraday limits, Master account agreements.

**Financial Risk Management:**

- Credit checks on counterparties: investigate the creditworthiness of Clients/Vendors by screening annual reports and calculate Group principle ratio's (Technip models);
- Supporting Sales and Procurement with a financial risk assessment on new projects;
- Mitigate Country risk / Bank risks and Currency risk;
- Mitigate Payment risk: contact with Credit insurances if needed;
- Financing: arranging financing (Buyer Credit) for our Clients;
- ECA (Export Credit Agency): contact with Atradius Dutch State Business to arrange governmental support on finance or other international risks;
- Cash Flow and Net exposure risk positions per project: determine our cash position and risk exposure during the project based on engineering costs, procurement outflow, and incoming payment milestones;

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- Negotiating with Clients/Vendors about Bank guarantees or Parent company guarantees, respecting the Group principles (URDG 758);
- Support Legal counsels in determining and formulating Finance clauses in legal Purchase and Sales contracts.
- Project controlling: actual versus budget, project Cash flow, monitoring the project financially.

**Other tasks:**

- Negotiating uncommitted credit facilities for issuing bank guarantees with Banks, including indemnity letters;
- Reporting financial reports to HQ Houston and Paris;
- Tendering new projects to management.

**2008 January till 2014 January - Rabobank Corporate banking 30-250 mio market**

*- Consultant International Cash management-*

**Main achievement:**

Acting as business sales manager I advised corporate clients on financial products like derivatives, cash management and international financial risk. Based on the available clients (financial) data we were advising them how to structure their financial organization. My main achievement was to help them to achieve their strategic objectives by optimizing their operational processes. In addition I successfully accomplished some internal banking projects related to Eonia interest compensation and notional pooling regarding new Basel III regulations etc.

**Tasks:**

- Selling derivatives (Interest, FX and commodities). Part of this job was an internship at the Dealing room of Rabobank.
- Selling international cash management (cash pooling / notional pooling)
- Selling Trade Finance instruments (Letter of Credits / Bank guarantees)
- Managing and controlling EMIR documentation.

**2006: January - January 2008 ING Bank Utrecht**

*- Investment advisor Retail/Private Banking-*

Portfolio management Private Banking clients (Beleggingsfondsen en individuele aandelen en obligaties)

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## Education

### **2003 September – December 2006 Erasmus University Rotterdam**

WO Business Administration. Master specialization: Finance and Investments  
(*Bachelors and Master graduation*)

### **1998- till January 2003 Hogeschool van Utrecht**

HBO Commercial Economy Coöp. (*Bachelors graduation*)

### **1991 -1996 Katholieke Scholengemeenschap De Breul, Zeist**

HAVO (*graduation*)

## Treasury and Accounting program knowledge

- SAP
- Tenfore
- Reuters
- Bloomberg
- FIS -Treasury Management System ([www.fisglobal.com](http://www.fisglobal.com))
- City Financials TMS ([www.iongroup.com](http://www.iongroup.com))
- 360T FX platform
- Banking platforms of ABN, Rabobank, BNP, RBS

## Languages

Dutch: mother language. English: perfect

## Personalities

- Eager;
- Can do and get the job done mentality;
- Out of the box;
- Social but hard working;
- Good balancer between financial risk and sales opportunities;
- Good team player with all the different specialisms.

## Activities when I am not working

Sports, Spending time with my kids, Travelling

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## Knowledge and experience

- ❖ Cash management Group on HQ level
- ❖ Bank Guarantees
- ❖ Letter of Credits
- ❖ FX hedging Management
- ❖ Factoring ST financing
- ❖ Supplier Finance
- ❖ Trade Finance
- ❖ Treasury
- ❖ Credit facilities: revolving credit facility
- ❖ Cash pooling
- ❖ SWIFT
- ❖ Treasury Management System implementation: FIS Global and Wallstreet City Financials
- ❖ Financial covenants
- ❖ Inhouse Banking
- ❖ Clearing
- ❖ Standaard Bank Verklaring
- ❖ Receivable Securitization: LT financing
- ❖ Corporate Banking
- ❖ Revision authorization matrix
- ❖ Derivatives
- ❖ RFP on Banks and TMS suppliers
- ❖ Liquidity and Working Capital management
- ❖ Credit management
- ❖ SPV Finance / Structured
- ❖ Investor Relations
- ❖ Financial Engineering
- ❖ Financial Risk Management
- ❖ Bid control
- ❖ IFRS 15
- ❖ Business controlling
- ❖ Supply chain management
- ❖ IR, Debt holders, Shareholders

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