

# BJÖRN SCHIGT (NL/CH)

Company & Human Advisor for  
Purpose, Potential & Performance



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## PROFILE

I coach and consult companies & professionals in their mid-career phase. My strong track record in the corporate world across the globe in consulting, operational and executive roles in the strategic and commercial space, provides me with an understanding of real life situations at work. After I quit my corporate career in 2016, I have started my advisory company and I am continuing my life long learning in human behaviour, growth and performance.

## EMPLOYMENT HISTORY

-  **Managing Director/Senior Consultant**  
Consulting & Coaching agency | [stratzr.com](http://stratzr.com)  
11/2016 – present | Switzerland
-  **Co-Founder/CEO**  
Proptech start-up | [denationalehuispas.nl](http://denationalehuispas.nl)  
07/2016 – present | Netherlands
-  **Director Commercial Excellence Europe**  
Nr 3 global building materials player | [crh.com](http://crh.com)  
03/2015 – 07/2016 | Netherlands
-  **Executive, operations & consulting roles**  
Nr 1 global building materials player |  
[lafargeholcim.com](http://lafargeholcim.com) | 11/2004 – 02/2015
- Head Customer Excellence Europe** | 02/2014 – 02/2015
- Head Commercial Performance Emerging Europe in Slovakia** | 07/2012 – 01/2014
- Director Marketing, Sales & Logistics Azerbaijan** | 01/2011 – 06/2012
- Executive Assistant to EXCO Member** | 11/2008 – 01/2011
- Executive Assistant to Area Manager Europe** | 05/2008 – 10/2008
- Senior Consultant Commercial Strategies** | 11/2004 – 04/2008
-  European building services & maintenance | [engie.com](http://engie.com)
- Business Systems Manager** | Axima Building Services UK | 03/2003 – 10/2004
- Assistant to Head Customer Support** | Axima Management Services Europe in Switzerland | 11/2001 – 03/2003
-  Global construction equipment player | [hilti.com](http://hilti.com)
- Market Research in Liechtenstein** | 03/2001 – 08/2001
-  European marketing & publishing | [persgroep.nl](http://persgroep.nl)
- Marketing Management Assistant Belgium** | 08/2000 – 02/2001

## EDUCATION

-  **Executive Master Consulting & Coaching for Change**  
Oxford University SBS & HEC Paris | 2019-2020
-  The Wharton School, Marketing Metrics:  
Linking Marketing to Financial Consequences | Philadelphia
-  Harvard Business School, Competing on  
Business Analytics and Big Data | Boston
-  IMD, Senior Leadership Program | Lausanne  
IMD, Senior Management Program | Lausanne  
IMD, Leadership Seminar | Lausanne
-  London Business School, Corporate Finance  
Modular Program (3 modules) | London
-  CEMS (Community of European Management Schools), **CEMS Master in International Management** | 1999-2003
-  CEMS Exch. Semester, University of St. Gallen | 2001
-  CEMS Exch. Semester, UCL, Louvain la Neuve | 2000
-  CEMS Exch. Semester, CBS, Copenhagen | 1999
-  Rotterdam School of Management, **Master of Science in Business Administration** | 1995-2001
- Major in Marketing Management & Strategy Management
- Bisschoppelijk College Weert / St Vitus College Bussum, grammar school/gymnasium | 1989-1995

## CERTIFICATIONS



**Marshall Goldsmith**  
Stakeholder Centered Coaching  
(individual & team)  
sccoaching.com | 09/2019 | no expiry date



**University of North Carolina Chapel Hill**  
Positive Psychology  
10/2019 | no expiry date



**Yale University**  
Introduction to Psychology  
10/2019 | no expiry date

## GIVING BACK



**Volunteer Start-up Mentor East Africa**  
Berlin & Nairobi  
enpact.org | 08/2017 – 07/2018 |

## LANGUAGES

**Fluent:** Dutch (native), English, German  
**Intermediate:** French, Swiss German

## ASSESSMENT OUTCOMES

People and team oriented  
High awareness and open minded  
Strong analytical skills with practical thinking  
Creative and solution oriented approach  
Highly resilient, which has been tested frequently  
Conceptual thinker, but pragmatic implementer  
Highly developed cognitive skillset

## PERSONAL INTERESTS

I enjoy an active lifestyle & sports, such as running, cycling, snowboarding, fitness, hiking  
Photography is my passion and I take mostly snapshots of nature  
I like cooking, a good glass of wine, and reading mostly about leadership, mindfulness, philosophy, sociology, psychology and history  
I like to write posts on my site [stratrzr.com/posts](http://stratrzr.com/posts) to share my experience and knowledge  
Gardening I find meditative just like working with construction tools, there is always a project such as building a wooden deck  
And due to my explorative nature, I need to travel: I have visited 70 countries up till now

## WHAT I HAVE LEARNED...

My career has showed me all, probably more than my peers during these 17 years: fantastic results as a commercial director on any KPI you can think of, created a groundbreaking 400 commercial workforce development project across Europe, I have seen inspiring and less inspiring leadership which shaped mine, made mistakes and failed, swift promotions, freedom to experiment, I have seen pre-crisis growth and experienced post-crisis pain, I have travelled the world multiple times and met fantastic people.

Everything comes at a price; you will always compensate somewhere. This is not an issue when you are mindful about the consequences on yourself and on others, of your behavior and actions. You should have the resilience when you face failure. Be humane and authentic, be your self and build relationships based on trust. Be aware of your behavior and find motivation inside of you.

## ...TO LIVE MY VALUE SYSTEM

