

PERSONAL INFORMATION

Robbert Janssen



📍 Robijnstraat 2, 3051VM Rotterdam, The Netherlands

☎ +31 6 202 75 272

✉ robbert.janssen@transportbeat.nl

🌐 nl.linkedin.com/in/grjanssen

Sex Male | Date of birth 16/03/1985 | Nationality Dutch

PROFILE SUMMARY

Transport and Logistics Consultant – Innovation Advisor – Project and Program Manager – Business Developer

- **Senior technical consultant with broad business development and program and project management skills:** over 10 years of combined consulting, business development, program and project management and (applied) scientific research experience in multi-disciplinary fields such as smart and sustainable transport, smart mobility, and connected and automated driving across a wide range of industries and governments, both public and private in the Netherlands, in Europe and worldwide.
- **Leadership and management:** functionally responsible for a team of approx. 10 professionals working on connected and automated driving and smart mobility and logistics. Mentoring junior-mediator-senior staff to facilitate their self-development. Sparring partner for TNO leadership team and directors. Finished TNO's Leadership Development program.
- **Vision and strategy:** able to formulate long-term vision and roadmaps and translate to short-term execution on various topics. Able to co-develop with partners, obtaining their contributions and commitments and ensuring project roll-out.
- **Program management:** developing and managing a multi-million-euro program around connected and automated transport, focusing on team development, financial, and organizational topics, vision, roadmap and strategy execution.
- **Commercial attitude and financial knowhow:** responsible for acquisition and order intake of over 1.0M EUR annually over the past 5 years, from various accounts both in NL and EU. Acquired significant B2B assignments as well as subsidy-based projects. Thorough understanding of the complicated financial and organizational arrangements in public-private partnerships and subsidy-based funds. Proven experience in setting up TKI-PPS projects, FP7 and Horizon 2020, CEF Transport, INTERREG IV, general tenders, and others.
- **Connecting and network:** eager to connect people and organizations together. Having a large professional network both in industry and research and innovation, mostly on the topics of automotive, mobility, transport and logistics
- **Presence:** excellent presentation and communication skills with a very high level of energy, a curious mind, a solid moral compass, and a positive perspective on life, and a responsible attitude taking care of my family and colleagues.

WORK EXPERIENCE

2021 – now Independent Consultant

TRANSPORT  BEAT

Transport Beat – Robijnstraat 2, 3051 VM, Rotterdam, the Netherlands, <http://www.transportbeat.nl>

- Technical consulting, project and program management, and business development related to smart and sustainable transport, smart mobility, connected and automated transport
- Projects for/with companies and governments, such as ministries, road authorities, vehicle authorities, local and regional governments, top sectors, telematics operators, transport operators, logistics service providers, shippers, vehicle manufacturers (OEMs), data platforms, branch organizations, representation organizations, universities, applied science universities, research organizations.

Transport, Logistics, Automotive and Mobility, Program Management, Business Strategy, Business Development, Innovation Management

2017 – 2021 Senior Consultant – Smart and Sustainable Transport and Logistics



TNO Sustainable Transport and Logistics – Anna van Buerenplein 1, The Hague, the Netherlands, <http://www.tno.nl>

- Technical consulting, project and program management, and business development related to smart and sustainable transport, smart mobility, connected and automated driving
- Key interests in setting up and performing program management for large public-private projects that focus on sustainable transport, smart connected and automated transport and smart mobility.
- Recent examples of granted projects include CATALYST (Living Lab - 2M subsidy, 1M private cofinancing), Integrator Connected Truck Trials (TKI PPS – 500K subsidy, 900K private cofinancing), Ursa Major neo Truck Platooning (CEF Transport - 1M subsidy, 1M private/public cofinancing), ENSEMBLE Multi-brand Truck Platooning (Horizon 2020 – 20M subsidy), Experience Week Connected Transport (IenW – 450K, 450K private/public cofinancing).
- Projects for/with companies and governments, such as ministries, road authorities, vehicle authorities, local and regional governments, top sectors, telematics operators, transport operators, logistics service providers, shippers, vehicle manufacturers (OEMs), data platforms, branch organizations, representation organizations, universities, applied science universities, research organizations.

[Transport, Logistics, Automotive and Mobility, Program Management, Business Development](#)

2013 – 2017 Medior Technical Consultant Sustainable Transport and Logistics



TNO Sustainable Transport and Logistics – Anna van Buerenplein 1, The Hague, the Netherlands, <http://www.tno.nl>

- Management consulting, project and program management, and business development related to smart and sustainable transport, smart mobility, connected and automated driving, 3D printing, port governance and rail terminal optimization

[Mobility and Logistics, Program Management, Business Strategy](#)

2011 – 2016 PhD Candidate – Collaborative Business Models in Supply Chain Alliances



VU University Amsterdam - De Boelelaan 1105, 1081 HV, Amsterdam, <http://www.feweb.vu.nl/>

- Applied scientific research related to supply chain alliance governance and management, business modelling and strategy, statistical survey data analyses and qualitative case-study methods.
- The research addresses what kind of financial agreements and clauses are part of alliance contracts, and how that influences the value firms appropriate from collaborating across chains.
- Promotors: Prof. dr. A.P. de Man, Prof. dr. L. Hagdom. Supervisor: Dr. H.J. Quak

[Logistics and Supply Chain, Business Strategy](#)

2010 – 2013 Research Consultant – Mobility and Logistics



TNO Sustainable Transport and Logistics – Anna van Buerenplein 1, The Hague, the Netherlands, <http://www.tno.nl>

- Scientific research and consulting on various topics: supply chain risk management (Resilient Supply Chains), supply chain alliances, collaborative business models and control towers (4C4More, HubWays, TC Plantion), international data sharing in supply chains (CASSANDRA, Smart-CM), multimodal transportation and port strategy (Synchromodality, West Ports Conferences), branch organization logistics optimization (NVG)

[Mobility and Logistics, Multimodal Logistics, Supply Chain Collaboration, Business Strategy](#)

2009 – 2010 Graduation internship – Risk Management in Supply Chains



TNO Mobility and Logistics - Van Mourik Broekmanweg 6, 2628 XE Delft, the Netherlands, <http://www.tno.nl>

- Quantitative scientific research into supply chain risk management and resilience by means of large-scale survey data analysis. Thesis title: *“Ignorance is Bliss? - an empirical investigation into supply chain vulnerability and risk management in the Netherlands”*. Grade: 90/100

Logistics and Supply Chain, Research and Development

2007 – 2007



Graduation internship – Enterprise Operations Planning

Wemeco Poland Sp. z o.o. - Ul. Główna 65, 57-350, Kudowa Zdrój, Poland, <http://www.wemeco.com>

- Bachelor's thesis: *Enterprise Planning and Operations Scheduling (EPOS)*. Investigating the potential for computer-aided plant-wide aligned planning and operations using an advanced planning and scheduling (APS) tool at a Polish production facility. Grade: 90/100

Logistics and Supply Chain, Enterprise Resource Planning, Information Systems

2006 – 2009



ERP Implementation – ICT support

Consema – 3e Industrieweg 7, 8051 CL Hattem, Nederland, <http://www.consmema.nl>

- Project leader ERP software selection, preparation and implementation of Unispeqs and delivering continuous ICT support (Active Directory management, barcode implementation, hardware and software management and updates, business intelligence reporting)

Logistics and Supply Chain, Enterprise Resource Planning, Information Systems



2005 – 2006

Project secretary ERP implementation

Foppen Paling en Zalm – Daltonstraat 24, 3846 BX Harderwijk, <http://www.foppenseafood.com>

- Project secretary for the ERP system preparation and implementation of Ross iRenaissance

Logistics and Supply Chain, Enterprise Resource Planning, Information Systems

EDUCATION AND TRAINING

2007-2010



Master of Science in Logistics and Operations Management

Tilburg University, Tilburg, the Netherlands

- Courses: supply chain collaboration and advanced planning, international production management, logistics and information, marketing channel management, physical distribution management, purchasing management, research and design methodology, bachelor's thesis, academic skills, business ethics, organization of the firm, statistics, marketing management, research methods, supply chain management, internationalization, quantitative methods, finance, master's thesis
- Graduated *with distinction* (GPA: 77/100)
- Master's thesis: "*Ignorance is bliss? An empirical investigation into supply chain vulnerability and risk management in the Netherlands*", supervised by Drs. B.R.H. Lammers, Dr. H.J. Quak, Dr. C.M.H. Kuijpers. Grade 90/100

2003-2007



Bachelor of Logistics and Economics

Windesheim University of Applied Science, Zwolle, Netherlands

- Logistics, supply chain management, operations research, operations management, international management, physical distribution, quality assurance, finance and accounting, purchasing and sourcing management, quantitative and qualitative data analysis
- Bachelor's thesis: "*Enterprise Planning and Operations Scheduling*" Grade 90/100

Various trainings

- 2020 Driving License C (Box Truck) – Don Opleidingen
- 2019 Leadership Development – TNO
- 2018 3D Managers Effectiviteit – Reddin
- 2018 Business Boot Camp – Universiteit Leuven
- 2018 Leadership Development – TNO

- 2017 Leadership Development – TNO
- 2017 Taking Charge – Personal Leadership – BVO
- 2016 Leadership Development – TNO
- 2014 Strategic decision-making in times of deep uncertainty - STT Winterschool
- 2014 System dynamics with Marvel – TNO and University of Nijmegen
- 2013 Scientific writing – VU University Amsterdam
- 2013 Qualitative data analysis – VU University Amsterdam
- 2012 Personal effectiveness – Marmar
- 2012 Customer-driven client engagement – Boertien Groep
- 2011 Talent Development Program – TNO

PERSONAL SKILLS

Mother tongue(s) Dutch

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
German	B1	B1	B1	A2	A1

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

- Leadership skills and experience
- Vision, roadmap and strategy development
 - Team development, coaching and mentoring of staff for facilitating self-development
 - Financial performance management
 - Connecting people and organizations, forging alliances
 - Project and program management
 - Cultural and organizational sensitivity
 - Commercial attitude for business development and growing portfolios

- Transport & logistics skills
- Logistics concept design and engineering
 - Logistics collaboration formation
 - Vehicle routing planning, logistics network design
 - Risk management
 - System dynamics
 - Logistics and ICT alignment
 - Vehicle emissions expertise (carbon and pollutant)
 - Vehicle ADAS systems and automation expertise
 - Truck specifications and fleet management
 - Telematics, C-ITS, CAN bus data knowhow

- Strategic management skills
- Business modelling
 - Business case analysis, cost-benefit and financial modelling
 - Multi-stakeholder engagement and alignment
 - Alliance management, alliance formation, partner selection, governance
 - Financial benefit allocation, gainsharing
 - Strategy canvasses, SWOT analysis

- Innovation management skills
- Acquisition and experience with H2020, CEF, Interreg, TKI-PPS, TC, BIC, NL/EU tenders
 - Execution from vision to pilot/test to implementation
 - Project management experience in innovation projects
 - Field-operational tests setup for connected automated transport applications
 - Naturalistic driving tests setup for connected automated transport applications
 - Exemption application for exceptional/automated vehicles

- Communication skills
 - Communication skills developed by simultaneously working as a consultant and as an (applied) researcher, being able to translate science into practice and vice versa
 - Stakeholder alignment through careful communication in setting up strategic alliances
 - Excellent presenter motivated to make complex content easy to understand
 - Cultural awareness brought by an international network of friends, relatives and acquaintances and working in Poland, Singapore and other countries

- Organizational / managerial skills
 - Project and program management skills (IPMA-based) developed through being project leader of various TNO projects, program management for the CATALYST living lab as well as being project leader for ERP software implementations
 - Organizational and coordination skills obtained through organizing various conferences and international trips in the last few years

- Research-related skills
 - Ability to assimilate and use knowledge across disciplines: supply chain and transport, mobility, automotive, finance, operations research, marketing, strategy
 - Development of integrative project methodologies consisting of various methods such as business modelling, interviews, surveys, network analysis, quantitative business case assessments
 - Broad data science and statistical analysis competency, analytical attitude
 - Writing project and program proposals for Dutch and European grant programs

- Computer skills
 - Operating systems: Windows, Mac OS
 - Office productivity: Microsoft Office Word, Outlook, PowerPoint, Excel, Visio, Access, Teams
 - Statistical data science: SPSS, SmartPLS
 - Qualitative data analysis: NVivo 10, VenSim, Marvel, Mendeley
 - Mind mapping: Freemind, Mindjet Mindmanager
 - Enterprise Resource Planning: Unispeqs, iRenaissance, Bemet Plan-de-campagne, SAP
 - R/3
 - Business intelligence reporting: Crystal reports
 - Desktop publishing: Adobe Photoshop, InDesign
 - Digital audio and video: Logic Pro X, Davinci Resolve
 - Collaboration and community tools: Mentimeter, Mailchimp, DMI, GroupMap

- Industry experience
 - All transport modalities (road, rail, inland waterway, deep-sea, air)
 - Fast-moving consumer goods and retail
 - Automotive, OEMs and tier-suppliers
 - C-ITS and telematics suppliers
 - Process industry (agri-food, horticulture, floriculture, steel and metal)
 - Port logistics and intermodal transportation, container transport
 - Building and construction, inner city distribution
 - Courier, parcel delivery, express networks

- Driving license
 - B (C in progress)

- Honors and awards
 - TNO Leadership Development program 2016-2019 (out of 3000 professionals)
 - TNO Excellent Researcher Award 2013 runner-up (out of 3000 professionals)
 - TNO Talent Development Program participant 2011-2012
 - TNO Green Aruba Conference participant 2012 (out of 430 professionals)
 - Tilburg University FUJIFILM Thesis Award 2010 3rd place (out of 300 MSc's)

- Other interests
 - Playing guitar and piano, making music with covers band Rotterdam Centraal
 - Traveling, photography, image editing, audio and video recording
 - Sports: alpine skiing, tennis, table tennis, squash, soccer and futsal

- References
 - References are available upon request.

Publications and Reports

- Kempen, E. van, Eckartz, S., Van Meijeren, J., Janssen, G.R. (2021). *Verduurzamen met*

- connected automated transport*, CATALYST research report
- Ark, E.J. van, Deschle, N., Janssen, G.R., De Ruiter, J. (2020). *Fuel consumption and pollutant emissions of heavy-duty trucks traversing signalized intersections: an exploration using real-world data*, CATALYST research report, TNO 2020 P11453
 - Vissers, J., Janssen, G.R., Hendrickx, N. (2019). *Technical feasibility automated transport on the Container Exchange Route at the Port of Rotterdam*, Port of Rotterdam CER study, TNO 2019 R10815
 - Kempen, E. van, Talen, S., Ark, E.J. van, Louman, R., Janssen, G.R. (2019). *Business models for truck platoon matching*, SDFI research report, TNO 2019-STL-RAP-0100318923
 - Engelen, T. van, Koff, S. de, Louman, R., Janssen, G.R. (2018). *Ervaringen chauffeurs in de Experience Week Connected Transport*, MRDH studie, TNO 2018-STL-RAP-100318473
 - Louman, R., Ark, E.J., van, Kempen, E., Janssen, G.R. (2018). *Smart Data Factory Innovations: B: Truck Platoon Matching / Eindrapportage*, TNO 2018-STL-RAP-100321099
 - Ark, E.J. van, Duijnisveld, M., Eijk, E. van, Hendrickx, N., Janssen, G.R., Malone, K., Ommeren, C. van., Soekroella, A. (2017) *Value Case Truck Platooning - an early exploration of the value of large-scale deployment of truck platooning*
 - Ark, E.J. van, Eijk, E. van, Fransen, R., Janssen, G.R., Verhaart, J., Burgmeijer, J. (2017). *Eindrapport TKI project Two-truck platoon matching*, TNO 2017-STL-RAP-0100305664
 - Snelder, M., Calvert, S., Janssen, G.R., Meijeren, J. van, Soekroella, A., Sterkenburg, R. (2016). *Goederenvervoercorridor Oost – het potentieel van ITS maatregelen*, study for IenM, TNO 2016 R11283
 - Janssen, G.R., Lebesque, L., Meijeren, V. (2016). *Kansrijke case voor truck platooning in de Port of Rotterdam*, study for Port of Rotterdam, TNO
 - Janssen, G.R., Zwijnenberg, H., Blankers, I., Kruijff, J. de, (2015) *“Truck Platooning: Driving The Future Of Transportation”*, TNO Whitepaper, February 2015
 - Janssen, G.R., De Man, A.P., Quak, H.J. (2015) *“The role of fairness in governing supply chain collaboration – a case-study in the Dutch floriculture industry”*, submitted to “Bridging the Gap – Logistics Theory and Practice 2015”, eds. Zijm et al.
 - Janssen, G.R., De Man, A.P., Quak, H.J. (2015) *“Strategic Business Models for a Cross-Chain Control Center”* book chapter published in “Cross-Chain Collaboration in the Fast-Moving Consumer Goods Supply Chain”, eds. De Kok et al. Dinalog 4C4More project
 - De Feijter, E., Van den Haak, P., Janssen, G.R., Smit-Rietveld, C., Stuiver, A., Zhang, M. (2014) *“Taxi Sharing – een technologiecluster om de benuttingsgraad van WMO-taxivervoer te verhogen”*, TNO-report 2014R11202, 24 July 2014
 - Janssen, G.R., Man, A.P. de, Quak, H.J., (2013). *“Fairness and value appropriation in Logistics alliances: an application in the floriculture industry”* Proceedings of the CEMS Supply Chain Seminar 2013, Riezler, Austria
 - Janssen, G.R., Blankers, I., Moolenburgh, E., Posthumus, B., (2014) *“The Impact of 3-D Printing on Supply Chain Management”*, TNO Whitepaper, April 2014
 - Janssen, G.R., Man, A.P. de, Quak, H.J., (2013). *“Fairness and value appropriation in logistics alliances: a case-study approach”*, Proceedings of the 24th POMS Annual Meeting, Denver, Colorado, USA
 - Petkova, B.N., Leeuw, S. de, Janssen, G.R. (2013). *“Is Ignorance Bliss? Supply chain vulnerability and risk management practices in the Netherlands”*, Proceedings of the 20th EurOMA Conference 2013, Dublin, Ireland
 - Meijeren, J.M. van, Posthumus, A.L., Berkers, F., Janssen, G.R., Lugt, L. van der., (2013). *“Dubrovnik Fase 2: Resultaten Virtual Common Rail Terminal Maasvlakte 2”*, TNO 2013 R11053
 - Janssen, G.R., Ploos van Amstel, W., Quak, H.J., Merriënboer, S.A., Balm, S.H., (2012). *“Aan de slag met samenwerking in de logistiek. Mogelijkheden voor groothandelaren om samen te werken in de logistiek”* TNO 2012-D-P0168
 - Quak, H.J., Janssen, G.R., Merriënboer, S.A. van, Klerks, S.A.W., (2012). *“Trends in bouwlogistiek. Kansen voor vervoerders van bouwmaterialen?”* TNO-060-DTM-2012-01272
 - Dalmolen, S., Janssen, G.R. (2011). *“Defining the Cross Chain Control Center (4C), Coordination & Collaboration in Supply Chain Management and IS”* Proceedings of 11th PREBEM Conference 2011, Rotterdam, the Netherlands
 - Janssen, G.R., (2012). *“Lateral collaboration – a network perspective to inter-firm supply chain relationships”*, Proceedings of the 4th POMS World Conference 2012, Amsterdam, the Netherlands
 - Gorris, T., Groen, T., Hofman, W.J., Janssen, G.R., Meijeren, J.M. van, Onk, M.E., Tavasszy, L.A., Veenstra, A.W., Binsbergen, A. van, Douma, A., Leijnse, M., (2011). *“Implementatieroadmap Synchromodaliteit”*, TNO-060-DTM-2011-01485
 - Tavasszy, L.A., Janssen, G.R., Lugt, L. van der., Hagdom, L. (2010). *“Verkenning synchromodaal transportsysteem”* TNO-034-DTM-2010-04431
 - Janssen, G.R., (2010). *“Kwetsbaarheid logistieke ketens 2010. Zicht op risico's*,

daadwerkelijke verstoringen en kwetsbaarheid” TNO 465588

- Janssen, G.R., Lammers, B.R.H., (2010). “Onderzoek naar kwetsbaarheid logistieke ketens wijst uit: Te weinig weerbaar”, EVO Logistiek Magazine, July 2010
- Janssen, G.R., (2010). “Tien lessen over de kwetsbaarheid van logistieke ketens”, Logistiek.nl expert article, April 2010
- Janssen, G.R. (2010). “Ignorance is bliss? An empirical investigation into supply chain vulnerability and risk management in the Netherlands”, Master’s thesis, Tilburg University

Projects overview

Main sponsor	Project Name	Start Year
RWS	Ursa Major neo Truck Platooning Trial	2021
lenW / CATALYST	Super EcoCombi	2020
Port of Rotterdam	CER Automated Transport	2019
TKI Dinalog	CATALYST Living Lab	2019
RWS	Lange termijn visie Dynamisch Wegen	2019
RWS	Ursa Major neo Truck Platooning Kwartiermakerschap	2018
ProRail	Cruise Control Trains ATO	2018
TKI HTSM	NL Smart Mobility	2018
RWS	Experience Week Connected Transport	2018
TKI Dinalog	Integrator Connected Truck Trials	2018
MRDH	Ervaringen Chauffeurs EWCT	2018
EC H2020	ENSEMBLE Multi-Brand Platooning	2018
TKI Dinalog	Smart Data Factory Innovations	2017
TKI Dinalog	Autonome Binnenvaart	2017
Provincie Gelderland	Interreg Interregional Autonomous Transport IAT	2017
SmartPort/RWS/Provincie Noord-Brabant	Value Case Truck Platooning	2017
TKI Dinalog	2-Truck Platoon Matching	2016
TKI Dinalog	Horizontale Samenwerking FMCG	2016
RWS	Visie Truck Platooning 2025	2016
lenM	ITS Effecten Goederencorridor Oost	2016
SmartPort	QuickScan Potentieel Truck Platooning Port of Rotterdam	2016
Connekt	Monitoring Topsector	2016
MRDH	Roadmap Next Economy	2016
SmartPort	Evaluatie RailAGV	2016
EZK	Truck Platooning UseCases	2015
Connekt	Business Cases en Modellen ondersteuning prijsvraag	2015
RWS	European Truck Platooning Challenge	2015
EZK TechnologieCluster	WMO Taxi Sharing	2014
SADC	3D Printing en Logistiek Schiphol Trade Park	2014
EZK TechnologieCluster	Duurzame Bouwlogistiek Amsterdam	2013
Deutsche Bahn	West Sea Ports Conference	2012
EZK TechnologieCluster	Netwerksamenwerking Platoon	2012
Topsector Logistiek	Monitor Logistiek en Sectorhuis Logistiek	2012
lenM IDVV	Seacon Control Tower	2012
EC FP7	CASSANDRA	2011
Deutsche Bahn	West Sea Ports Conference	2011
Nederlands Verbond van Groothandelaren	Branche Innovatie Contract	2011
EZK TechnologieCluster	Bouwlogistiek	2011
Kuehne+Nagel, Nabuurs, Bakker Logistiek	4C4More Transport Project	2011
SADC	Synchromodaliteit A4 Zone West	2011
NGI Port of Rotterdam	Port Authority Governance – Virtual Common Rail Terminal (Dubrovnik)	2014
RAAK Hogeschool van Amsterdam	Regierol Mainports	2010
Dinalog	Extended Single Window	2010
Dinalog	4C4More	2010
FloraHolland	HubWays	2010
Connekt	Duurzame Logistiek	2010
Connekt	Lean and Green Methodologie	2010
lenM	Innovatieroadmap Synchromodaliteit	2010
EC FP7	Smart-CM	2010