

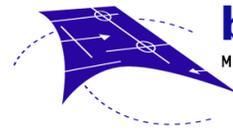


Erik Aapkes

Managing Partner and Co-founder of Blueprint Europe

COMMERCIAL CONNECTOR DRIVEN BY YOUR GROWTH AND SUCCESS

Lives near Amsterdam, Netherlands
With his wife Annemiek, son Feike
and daughter Anna



blueprint
MANAGEMENT CONSULTANTS

What advice would you give new leaders?

Your success depends on your team's performance, so LEAD, inspire, learn and coach

You don't have to be the expert, if your team is.

Lead to make sure they can unleash their full potential, to unleash the strategy and the customers and finally the results of the business

Blueprint Europe – Tell me more

We help individuals, teams and organisations on their journey from Vision to Action by unleashing their potential in 3 areas:

1 UNLEASH YOURSELF

This is done by leading strategic planning processes, delivering attitude and skill building workshops (i.e. Emotional Intelligence, Strategy, Planning and Influencing/Selling, Negotiation, Category Management, Project Management, Leadership, Change Management), keynotes and executive coaching

2 UNLEASH YOUR PLAN

3 UNLEASH YOUR CUSTOMER

What INSPIRED you to dedicate your life helping people and organisations unlock their potential?

A Train the Trainer session in Chicago in 2008 by Ronnie MacDonald, Chairman of Blueprint Management Consultants, who unleashed my potential and drive to develop and help others. The 1st of January 2019, with Ronnie as business partner, mentor and friend, we opened Blueprint Europe

Proudest business accomplishment?

Transforming a distributor led fmcg business almost from scratch to an independent sales, distribution and marketing organisation

FAVORITES

TED TALK ★★★★★

Start with Why - Simon Sinek
Key for everything you do

BOOKS ★★★★★

The Challenger Sale – Matthew Dixon and Brent Adamson
Bringing selling to the next level

CITIES ★★★★★

Amsterdam - freedom
Kuala Lumpur - food
Delhi - atmosphere
Rome - history and culture
Las Palmas - enjoying life
Rotterdam - work ethic

QUOTE ★★★★★

"Once you stop learning you start dying" - Albert Einstein

