



Hey!  
My name is  
Lode  
Theunyck

THE FACES BEHIND **STARK**

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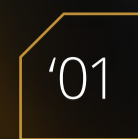


# Lode Theunyck

HEAD OF CUSTOMER EXPERIENCE

lode@stark-resources.com

## QUALIFICATIONS



MASTER OF LAWS, NATIONAL AND INTERNATIONAL PUBLIC LAW  
UNIVERSITY OF GRANADA



BACHELOR OF LAWS, GENERAL LAW  
UNIVERSITY OF GHENT

## PASSIONS

GROWING INDIVIDUALS AND TEAMS

ULTRA-RUNNING

## Hello!

High performing sales leader with 20+ years of experience in managing multi-million growth and development on a global scale of Container Terminal, Metallurgy and Mining markets.

## My Journey so far

### 2006 – 2008

COSMOS AND PSION TEKLOGIX  
SALES MANAGER

Improve container terminals' operations with Terminal Operating Software adding Vehicle Mount Terminals, RFID, Real-Time Location Systems and DGNS technology.

### 2001 – 2006

IBM  
TELE(SALES) INFORMATION MANAGEMENT

Responsible for middleware and database management software sales in the Belgian and Luxembourg area. The experience at IBM confirmed my passion for IT sales and increased my skill set tremendously both from an IT technical as from a personal perspective.

2001 – 2008

### 2018 – 2020

KYMATI GMBH  
VP SALES AND MANAGING PARTNER

In this start-up responsible for working cross functionally with the managing partner team, establishing commercial strategy, product road map, sales forecasting, pricing and the go-to-market action plan. Create customer value with next generation mmWave radar for Automotive, Metallurgy and Container Terminal markets

### 2011 – 2018

SYMEO GMBH  
SALES DIRECTOR

Responsible for growing the business worldwide within the Container Terminal and Metallurgy markets. Create value by optimising key business procedures with reliable absolute positioning (1 & 2 dimensional) solutions such as Radar, RFID and DGNS technologies.

### 2008 – 2011

ZEBRA ENTERPRISE SOLUTIONS  
SALES MANAGER - MARITIME

Improve container terminals' operations with Terminal Operating Software adding RFID, Real-Time Location Systems and DGNS technologies

2008 – 2020

## STARK

### 2022 –

STARK CONSULTING  
HEAD OF CUSTOMER EXPERIENCE

Key focus on creating customer value with the Explore, Design and Integrate portfolio within the mining space. Structure sales team in order to optimally build and maintain key relationships with Diamond, Precious & Base Metals, Industrial Minerals and Renewable Energy clients & technology providers. Co-design company strategy to increase value proposition with new technologies

### 2020 – 2021

INDURAD GMBH  
GLOBAL SALES DIRECTOR

Creating customer value from pit to plant to port by optimizing operational efficiency and safety from stacker-reclaimers, belt conveyors and stockpile management with industrial radar solutions. Transform a global group of sales people into a connected and sharing team supported by a structure that allowed to increase speed to market and work efficiency

2020 – PRESENT