
THE GRADUATE

Name: Johan Schölvinck
Date of Birth: 10 June 1961

Study + University:
Economics University of Amsterdam

Graduation date: June 1986

Thesis: Financing Management Buy-outs



Summary of Thesis:

"The financing of management buy-outs":
17 years ago, but I do remember that it was a hot topic at the time and fairly new in business finance at the University of Amsterdam. It allowed me to interview entrepreneurs who actually bought their company out, instead of merely diving into the books for references.

Your relationship with Aerius:

I am member of the Advisory Board of Aerius.

About your Internship:

No internship in the aviation world.

Current Employer:

Goudappel Coffeng BV, leading adviser in traffic, transport and urban economics in the Netherlands.

Since: 1 November 2002

Function: Head Urban Economics

Job Contents:

Managing consultants and a portfolio in 'urban economics'. This comprises planning advice (spatial, urban, conceptual) of retail and property, and economic performance monitoring and vision. At Goudappel Coffeng we also develop know-how and vision on the interface of traffic and transport (mobility), and retail and property (destinations of mobility). The airport industry is part of that.

Future wishes:

I am developing a specialization in (English) 'travel retail' or (Dutch) 'passantenmarketing'.
I would also like to write stories for children. My family is my no. 1 priority; I work to live and not the other way round.

Your application experiences:

I had quite a few career moves because I have broad interests, and my strength is in creation and business development. (When that is done, I tend to get bored with managing it all).

Taking unexpected steps keeps you sharp and learning, and you develop a broad network of people.

This has an impact on applications: people like me find it difficult to win a straightforward application based on track record because our resume is broad, but often not deep enough. But our network and adaptability is stronger, so we tend to get our jobs and projects 'via-via'.

Goudappel Coffeng offered me this position after I accidentally came across them (without knowing them at all) when looking for a consultancy project for my company Market Square through a friend of mine. His mother's neighbour works for Goudappel Coffeng.

Your Golden Rule for application (interviews):

1. Show that you've prepared well, study the company deeply
2. Prepare a funny observation linking the company, yourself and the reality of today
3. Train! Rehearse with someone who grills you
4. Show that this is THE job for you and you are THE candidate they want.

Some short questions:	
Newspaper:	NRC Handelsblad
Magazine:	The Economist, Vrij Nederland, Vastgoedmarkt, Shopping Centre News, Duty Free News International, Intermediair
Radio:	hardly any
Television:	National Geographic Channel, occasional kids programs and occasional sports
Music:	I play guitar and piano and sing. Friends say I got stuck in the 70s
Last book:	Gloed, Sándor Marái
Sport(s):	ice-skating, running, hockey, cricket
Food:	Rucola salad with olive oil, chipped fresh parmesan, pepper and sea salt
You can wake me up for:	the pasta dish accompanying the rucola salad, and a televised cricket match
City:	Cape Town, South Africa. It has everything, the light, people, air, cultural melting pot, and the Table Mountain.
Country:	India. Been there twice for a month and never stops amazing me.
Season:	Winter in the Netherlands, only when it freezes up (ice-skating) which seems to become utopian. I love all 4 seasons because when you spend a year in the tropics as I did, you miss the variety badly.
Holiday:	Actually, camping at a Dutch farm this summer with my wife and two boys (7 and 3) was simply fantastic.
Best flight:	Singapore Airlines Amsterdam-New York when I was upgraded to 1st class.
Worst flight:	Madras-Delhi 1987 temporarily operated by Uzbekistan Airlines (Indian Airlines was on strike), 3 hours, no food no service no nothing but broken chairs and noise, nearly crashed on landing. Same plane did crash a week later.