Access to Experts

Joeri M.L. van Haren , Hewlett-Packard Account Executive , HP General Manager for Symantec

Joeri van Haren is the account general manager for HP's business with Symantec, which involves a $170M/year contract with 2,000 employees serving 48 countries. His responsibilities include sales, marketing, business development, operating income, service delivery excellence, and client relationship management for storage, servers, software and services. Under van Haren's leadership, the HP (formerly EDS) pursuit team went from worst to best and Symantec chose HP as their outsourcing partner. Before Symantec, van Haren was the account executive for Nike Corporation, responsible for all global operations, including Nike.com. During his 15 year career with EDS/HP, van Haren has been involved in selling and developing solutions for a number of clients including AEGON NV, a life and pension insurance company, where he was the client delivery manager responsible for web, mainframe, UNIX, Wintel, LAN/WAN, and Workplace environment solutions; DSM Global Chemicals, where he oversaw operations for 25,000 clients in 46 countries; and Phillips Consumer Electronics, where he served as account executive. van Haren also was on numerous pursuit teams in the eHRO, CRM, BPO, and Global Claims Management areas.

van Haren received HP's Inner Circle award in 2008 for leading the Symantec Pursuit team. In 2009 he was awarded the 1+1=3 Award for most successful demonstration of HP Enterprise Services and Enterprise Business partnership.

Contact Carol Courter, Manager, Corporate Communications, +1 212 339 0232, courter@conferenceboard.org

The Conference Board is a global, independent business membership and research association working in the public interest. Our mission is unique: to provide the world's leading organizations with the practical knowledge they need to improve their performance and better serve society. The Conference Board is a non-advocacy, not-for-profit entity holding 501 (c)(3) tax-exempt status in the United States of America.

www.conference-board.org

THE CONFERENCE BOARD
Trusted Insights for Business Worldwide