

Patrick Smits

“The outcome doesn’t count as much as the journey you take to get there.”

“Coaching provides a safe environment in which your individual potential can be unleashed. It generates greater self-awareness, which in turn allows you to grow both professionally and personally. Coaching enables immediate and tangible insight into the particular leadership situation you face, helping you muster the confidence and strategic ability required to address challenging situations. Effectively and durably. I want to be right there, with you, accompanying you throughout that journey.”



Experience

Patrick’s career began at Cargill, the world’s largest privately held B2B food company, where he rose from junior merchant to overseeing the entire procurement of all oil seed commodities, as European Trading Manager. During this time he worked in France, The Netherlands, Germany and the UK and travelled globally to serve Cargill’s clients. After a successful decade in commodity trading, he transitioned to the financial markets, where he subsequently prepared and oversaw integration of several mergers and acquisitions.

Equipped with a thorough knowledge of risk management, Patrick later joined the Banque Bruxelles Lambert, now ING Belgium, as Head of Trading. He remained there for over 6 years, trading on both the European and US technology markets, during the bull market of the late 90’s, while leading and training several teams of traders.

In 2002 he decided to leverage his knowledge and expand to other sectors by starting his own consultancy in Organisational and Management Development. Today, he helps organisations, teams and individuals—primarily in the Banking and IT sectors—achieve more individual and business objectives. He coaches high-level executives within major corporations, in Dutch, French and English.

Patrick is married and father of one son. He loves spending time with his family, including the dogs and horses, hiking in the mountains, playing his saxophone, and practising Aikido.

Professional Expertise

Patrick has considerable experience facilitating boards and management teams. He trains junior, middle and senior managers on their leadership skills. He also coaches teams on business development, procurement, and negotiation skills.

Patrick lectures at the Vlerick School of Management in Gent, on Negotiation Skills, Leadership, Organisational Development, and Personal Development.

Selected Client Companies

Bayer Material Science	Honda Europe
Belgacom	ING Belgium
Bombardier	Interpolis
Borealis	Jacobs
DHL International	Engineering
Electrabel	Lanxess
EMC ²	Microsoft
Genzyme	Proximus
ExxonMobil	VRT

Education & Associations

MBA (AIE France)
 Bachelor of Law (UFSIA/KUL Belgium)
 Financial Analyst of the Belgian Federation of Financial Analysts (ABAF)
 Certified on Client Centred Experiential Counselling (FMS Belgium)
 CIGO (Consultancy in Groups and Organisations at KUL-LUC Belgium)
 Experiential Learning at Outward Bound School
 Myers-Briggs Certified in Type indicator and CPI

m: +32 (0)473 462 376

e: patrick.smits@praesta.com