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## DAVID M. SZABO

### EXPERIENCE

#### PATIENTS ONLINE DECISION SYSTEM (PODS)

GÖTEBORG, SE

*Business Developer*

*2015. Sept. - Current*

- PODS is an e-health start-up in GU Ventures' portfolio. I am validating the business model (SaaS) and I am working with customer discovery in a 3 member team.
- I have set up a project plan and we have to work on CE-marking, we have meetings with VGR and coaching with GU Ventures and Almi.

#### VENTRUE CUP

GOTHENBURG, SE

*Student Ambassador*

*2015. Sept. - Current*

- Selling and presenting the competition to students.
- Assessed 40+ business ideas according to lean and agile start-up methodologies.

#### SCA - HYGIENE AND FOREST PRODUCTS COMPANY

GOTHENBURG, SE

*Marketing Summer Intern*

*Summer, 2015*

- Selected out of more than 200 applicants.
- Worked with **benchmark analysis** in SCA's product families, including Tork. I made the top-down analysis for the product directors, who presented the results to the top management.

#### GOTHENBURG UNIVERSITY

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*Teaching Assistant*

*2014 Sept. – 2015 Jan.*

- **Coached 3 teams** of 7 students in their half-year project work.
  - Resulted in all three teams passing the courses and helped them in conflict resolution.
- Supervised Java and Database courses of a 100 students.

#### ROCHE (EUROPE) LTD.

BUDAPEST, HU

*Treasury and Accounts Receivables Accountant Intern*

*2012 Aug. – Dec.*

- In a 2-member team, managed the accounts receivables balances for two countries ca. **1-2 billion EUR daily**.
- Created a SAP user guide summarizing the processes the department worked with, ca. for a 100 people.

**LEADERSHIP****HANDELS CASE CLUB****GOTHENBURG, SE***Board Member**2015 May - Present*

- Developed a website and advertised the organization through online channels.
  - Organized case events with leading consulting companies.
  - Presented HCC to students and management consulting companies.
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**EDUCATION****SCHOOL OF BUSINESS, ECONOMICS AND LAW AT THE UNIVERSITY OF GOTHENBURG***M.Sc. in Knowledge Based Entrepreneurship.**Expected 2016*

- **Activities:** Handels Case Club, **Nova 100**, Venture Cup Student Ambassador
- In a 4-member team developed a **new strategy for Apoteket AB** according to Normann's Crane model.

**GOTHENBURG UNIVERSITY****GOTHENBURG, SE***Bsc. In Software Engineering and Management**2013 - 2015*

- **Activities:** AIESEC, Teaching Assistant, Scrum Master
- Developed novel software application, harnessing **twitter API** to transform a twitter feed into visual graphs in a 7-member team.

**CORVINUS UNIVERSITY OF BUDAPEST****BUDAPEST, HU***BA. In Finance and Accounting, minor in accounting. GPA 4.6/5**2009 - 2012*

- **Thesis:** Analysis of the annual accounts of Gyori Keksz Ltd.
- **Activities:** Option Club with Buda-Cash PE, Hungarian Economic Association
- **Relevant Coursework:** Corporate Valuation, Financial Accounting, Investments.

**HÖGSKOLAN I SKÖVDE****SKÖVDE, SE***Exchange Semester**Fall, 2011*

- **Relevant Coursework:** Master courses in Corporate Finance Strategy and Portfolio Management.
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**PERSONAL**

- **Languages:** English (fluent). Swedish (fluent). German (conversational). Hungarian (native).
- **Certificate:** Certified Hungarian Accountant (2013), Scuba Diving Certificate
- **Technical:** Java, Erlang, Html, Css, Javascript, Excel Visual Basic, Linux OS, SAP Accounting Module
- **Community:** **Nova 100** member, Connect Church – Volunteer (2014-Present).
- **Interests:** Playing squash. Beating Candy Crush. Italian recipes. Tom Hanks movies.
- **References:** Lotta Sköld, Product Director at SCA – 070 233 1573



# GÖTEBORGS UNIVERSITET

## Studieintyg för

890921-5835 DAVID MARCELL SZABO

Avslutade kurser	Hp	Betyg	Datum	Not
DIT630 User Interface and Database Design	4.5	G	2013-11-27	1
DIT948 Programming	7.5	VG	2013-12-16	1
DIT545 Mjukvaruutvecklingsprocesser	3.0	VG	2013-12-19	1
DIT215 Projekt: Programming	15.0	VG	2014-01-17	1
DIT845 Quality Management	3.0	VG	2014-04-15	1
DIT135 Teknisk analys och design	4.5	VG	2014-05-09	1
DIT524 Project: Systems Development	15.0	VG	2014-05-28	1
DIT725 Logik, algoritmer och datastrukturer	7.5	G	2014-06-02	1
GM0401 Innovation Management	7.5	G	2014-10-28	1
DIT027 Distributed Fault-tolerant Programming	3.0	G	2014-10-29	1
GM0411 Entrepreneurship and New Business Development	7.5	VG	2014-12-20	1
DIT541 Software Architecture BSc	7.5	VG	2015-01-15	1
DIT029 Project: Software Architecture for Distributed Systems	15.0	G	2015-01-16	1
GM0410 Innovations and Structural Transformation	7.5	G	2015-02-06	1
GM1304 Kunskapsintensivt entreprenörskap	7.5	G	2015-03-18	1
GM0404 Risk Management and Finance	7.5	G	2015-03-23	1
DIT085 Test och verifiering	6.0	G	2015-04-10	1
DIT165 Design and Development of Embedded Systems	6.0	G	2015-04-17	1
GM1305 Social Innovation och Entreprenörskap	7.5	G	2015-06-01	1
DIT548 Mjukvaruprocessförbättring	3.0	G	2015-06-12	1
DIT168 Project: Industrial IT and Embedded Systems	15.0	G	2015-06-17	1
GM1308 Idéutvärdering för entreprenörer	7.5	G	2015-08-17	1
DIT885 Product, projects and people management	4.5	VG	2015-08-31	1
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Summa totalt:	172.5	högskolepoäng		

Ovanstående är ett utdrag ur registret för studiedokumentation.

**Studieintyg för**

8909215835      DAVID MARCELL SZABO

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Noter:

b) Beslutsdatum för tillgodoräknande

Betygsskalor:

1) För denna kurs ges betygen i fallande ordning VG=Väl godkänd, G=Godkänd,  
U=Underkänd, TG=Tillgodoräknat

60 högskolepoäng motsvarar ett års heltidsstudier.

# Jacob Ferlin – CV

## Summary of my profile

- Experienced in *business development*, *entrepreneurship*, and *team work*.
- Strong *strategic thinker/analytical* (GALLUP StrengthsFinder Assessment).
- Skills (Great Eight CF Assessment):
  - Creating and *innovating*; Formulating strategies and concepts
  - *Analyzing*; Apply expertise and technology
- Driving forces:
  - Balanced: Prioritizes career, family, friends, spare time and personal growth equally.
  - High: Values *challenges*, *excitement* and the right work content.
- Strong interest in innovation, especially those enabled by *tech*. (think IBM's Watson, Tesla's Autopilot).

## Work Experience

Business Developer	Alfrek AB (part of GU Ventures)	2014-11	2016-01
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- Validated platform business model of Alfrek – a startup in GU Ventures' portfolio.
- Made a pivot from researchers to students as a customer segment and changed the value proposition.

Market Assistant	SCA Hygiene Products AB	2015-06	2015-09
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- Part of a global innovation team developing future offerings.
- Analyzed and gave recommendation as part of business model investigations.
- Instructed SCA employees in Microsoft Excel's Pivot-Table function and macro writing.

VP, Business Area Manager, Consultant	HHGS HandelsConsulting AB	2012-11	2015-01
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As VP – Achieved customer satisfaction at 4.7/5 for 50 consultancy projects.

As VP – Formed new business area, re-organized education, started initiative to extend employment length.

As **BAM** – Led and encouraged 20 student consultants in their sales to achieve goal of 1.2 MSEK.

As **consultant** – Led three consultants each in two market analysis projects from Feb – June 2013.

As VP, BAM, and consultant – Sold 500 TSEK worth of projects.

Intern	Sandvik AB	20 w. 2006-2009
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- Construction and manufacturing assignments (Sandviken, Sweden).
- Developed application for communication between company products (California, US).
- Part of upper secondary education (Göranssonska skolan).

## Education

MSc Knowledge-based Entrepreneurship      Gothenburg University      2013-08      2016-06

- Focus on knowledge-intensive entrepreneurship and innovation.
- Study break Jan 2014 – Dec 2014 for VP in HandelsConsulting.

Machine Learning	Coursera (Stanford University)	2015-11	2016-08
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- Apply advanced machine learning algorithms. (John Hopkins U.)

BSc Industrial and Financial Management      Gothenburg University      2010-08    2013-06

- Business education with international focus.

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- Studied Japanese during three months in Sapporo, Japan.

Economics	Gothenburg University	2010-01	2010-06
Physics	Chalmers Technical University	2009-08	2010-01
Upper Secondary School	Göranssonska skolan	2006-08	2009-06
<ul style="list-style-type: none"> <li>– Mathematics, programming, industrial production and management.</li> <li>– Studied 3400 p. (+36 % compared to regular schools).</li> </ul>			

## Personal

- Languages: Swedish (native), English (fluent), German (basic), Japanese (basic).
- Interests: Love to read, run/hike along Bohusleden.
- Mentor in the *Mentor Sweden* program – an NGO focusing on young people in Sweden.
- Recently built a computer monitor stand out of LEGO for my old 'recycled' MacBook Pro screen.

References available upon request.



# UNIVERSITY OF GOTHENBURG

## Official Transcript of Records for

JACOB FERLIN

( Civic registration number 900116-2354 )

Courses -----	Credits -----	Grade -----	Date -----	Note -----
Economics: Introductory Level	30.0	G	2010-06-07	1
Statistics 1a - Descriptive Statistics	7.5	VG	2011-02-18	1
Micro Economics and Management Accounting with Commercial Law 1	22.5	G	2011-05-17	1
Marketing	7.5	G	2011-05-21	1
Statistics 1b - Sampling Techniques	7.5	VG	2011-06-04	1
Japanese: Introductory Course, Part I	7.5	G	2011-10-03	1
Financial Accounting, Commercial Law and Macroeconomics	22.5	G	2011-12-02	1
Business Planning for High-Growth Start-Ups	7.5	G	2012-03-27	2
Japanese: Introductory Course, Part III	15.0	VG	2012-06-29	1
Japanese: Introductory Course, Part II	7.5	G	2012-08-16	1
Analysis of the Global Environment	15.0	G	2012-08-20	1
Financial Management	7.5	G	2012-10-03	1
Operations Management	7.5	G	2012-11-19	1
Management	7.5	G	2012-12-04	1
International Business	15.0	G	2013-03-09	1
Industrial and Financial Management, Bachelor Thesis	15.0	VG	2013-06-03	1
Industrial and Financial Management, Bachelor Course	15.0	G	2013-08-21	1
Innovation Management	7.5	VG	2014-08-23	1
Entrepreneurship and New Business Development	7.5	G	2014-10-29	1
Innovations and Structural Transformation	7.5	G	2015-03-03	1
Strategy and Organization	7.5	G	2015-03-06	1
Knowledge Intensive Entrepreneurship	7.5	G	2015-03-18	1
Risk Management and Finance	7.5	G	2015-03-23	1
Assessing Entrepreneurial Ideas	7.5	G	2015-06-05	1

**Official Transcript of Records for**

9001162354 JACOB FERLIN

Total sum:	270.0 credits
Transferred credits:	15.0 credits

The above is an excerpt from the register of student records.

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Notes:

b) Transferred credits, date of decision

Grading systems:

- 1) In descending order VG=Pass with Distinction, G=Pass, U=Fail, TG=Credits transferred
- 2) In descending order G=Pass, U=Fail, TG=Credits transferred

60 credits represent a full academic year.