



ELIAS FREY

CONTACT

EMAIL: frey.ilya.32@gmail.com

ADRESS: B.S. Ingemanns Vej 2, Sønderborg 6400

LINKEDIN: www.linkedin.com/in/ilyafrey/

PROFILE

Combining an engineering background with diverse hands-on experience and a customer-oriented mindset is my formula for success as a business developer.

EDUCATION

University of Southern Denmark:

MSc in Engineering, Innovation, and Business [2022- ongoing]

Tallinn University of Technology:

BEng in Power Engineering [2016 - 2021]

IVKHK:

IT specialist (interrupted) [2015 - 2016]

IVKHK:

Electrician [2011 - 2014]

SOFTWARE SKILLS



LANGUAGES

Fluent: English, Estonian, Russian

Learning: Danish

EXPERIENCE

SeaBud, Business Developer & Co-Founder [02.2023 – ...]

At SeaBud we are developing an innovative organic fertilizer that will make the greens on our tables tastier while also reducing the destructive effects of conventional agriculture on the environment.

Our progress so far:

- Developed an innovative multiple-income stream business model
- Established contacts with potential clients
- Developed the first prototype
- Reached finals of national start-up competition – Venture Cup

Being a co-founder implies cross-disciplinary work, which involves anything from negotiating with strategic partners to making financial projections or R&D.

Konecranes OÜ, Engineering technician [10.2018 - 08.2022]

Aligned with the company's slogan: "Lifting Not Just Things, but Entire Businesses", I offered our clients a complete service of their cranes and machinery together with suggestions on how to develop their processes to improve performance.

Some of the regular activities I performed in this multi-functional role:

- Troubleshooting industrial equipment (cranes, CNCs, presses, etc.)
- Developing scope of work with clients (B2B)
- Design of electrical diagrams
- Project coordination (incl. international)
- Preparation of price quotes

Thanks to my close work with different clients, I gathered unique insights into various industries.

ADDITIONAL ACTIVITIES

Board Member, Handels-Kollegiet [01.2023 - ...]

- Organising social events
- Allocating budget
- Improving staying experience for residents

Below Zero: SDU Talent Program [10.2022 - 06.2023]

The extracurricular study program, the goal of which is to train students how to become an entrepreneur through a series of interactive workshops. TO name a few topics:

- Business strategy
- Marketing Selection
- Supply Chain optimization

Sustainable Academy [06.2023 - 07.2023]

The summer school with guest lectures from Danish authorities and lead scientists in the field of sustainability. The global and local problems of climate change are in the highlight.