

Contact

www.linkedin.com/in/jakobtorring
(LinkedIn)
www.nyberggroup.com (Company)

Top Skills

Human Resources (HR)
Executive Search
Artificial Intelligence (AI)

Languages

Danish (Native or Bilingual)
English (Full Professional)

Certifications

People Test Person (PTP)
People Test Logic (PTL)
Master Personality Analysis (MPA)
Artificial Intelligence: Implications for
Business Strategy
OPTO Personality analysis

Jakob Tarring

Nyberg Group's Managing Partner | Headhunter | Executive Search |
Talent Acquisition | +45 2921 3060
Copenhagen, Capital Region of Denmark, Denmark

Summary

With several years of experience in executive search and headhunting, I am a seasoned professional who helps companies find and attract the best talent for their leadership and specialist roles. I am CEO and managing partner at Nyberg Group, one of the top five headhunting and search companies in Denmark, specialized in selecting the right leader profiles that meet the needs of clients in various industries, such as shipping, finance, logistics, IT to name a few.

Matching a customer company with the right candidate requires a deep understanding of the company's situation and needs - and the ability to conduct a streamlined selection process. It also demands solid interpersonal skills, which are present in my DNA, and which have been sharpened through my career. I have the talent for judging of character, which lies in my personality and in my instincts. In essence, I am very much into people's business, combined with skills within business development, strategic thinking and analysis. I leverage my global maritime experience, strategic thinking, analytical skills, and customer orientation to deliver innovative and tailored solutions that ensure the satisfaction and growth of both clients and candidates. I am also certified in various personality and logic tests that enable me to assess and match the potential and fit of candidates for different roles and organizations.

I am always open to meeting new people and learning something new so feel free to connect!

✉ jt@nyberggroup.com | +45 2921 3060

Experience

Nyberg Group ApS
Managing Partner | Headhunter | Executive Search | +45 2921 3060

January 2021 - Present (3 years 9 months)

Copenhagen, Capital Region, Denmark

Nyberg Group is the top 5 out of 137 Headhunting and search companies. Nyberg Group is specialized in selecting the right leader profiles that meet your needs for further development and growth of your business. We look for people with leadership, talents and high performers who will make a difference for your business. We are possibly the best at understanding the value of finding the talents for your team. We are the specialists who will find the best C-level - executive management and specialists, who can transform your Company. We take a holistic and strategic approach to understand your situation to ensure we present profiles that meets your specific needs and will contribute to the growth of your company. Our customers have given us 8.8 out of 10 points. Our search methods go deeper than the common methods we all know about, which makes our results unique and our performance at it's best. Nyberg Group finds the talents nationally and internationally. Have you found a talented team yet?

For further info: www.nyberggroup.com

Entrepreneur

Owner

2015 - December 2020 (5 years)

Copenhagen Area, Denmark

RESPONSIBILITY

- Founder of bunkermate.com
- Consultancy projects within search and recruitment for various clients incl. marpro
- Co-Founder of Erria Containers
- Co-Founder and partner in Cimestone
- Identifying, Sale and financing of niche bunker projects
- Consultancy projects for accounts within the maritime/oil field
- Bunker broker

KEY ACHIEVEMENTS

- ✓ Successfully launched three startups
- ✓ Acquired exclusivity as bunker broker for a large shipping account
- ✓ Identified profitable niche opportunities within the oil and maritime field

Monjasa

Senior Bunker Trader

2014 - 2015 (1 year)

RESPONSIBILITY

- ✦ Large account management
- ✦ Development of new business areas

KEY ACHIEVEMENTS

- ✓ Acquired new top tier customers
- ✓ Developed priority customer scheme

Maersk Tankers

8 years

Strategic Planner

2007 - 2013 (6 years)

RESPONSIBILITY

- ✦ Head of Handytankers strategy section, Part of Handytankers management team
- ✦ Responsible for tankers key account programme
- ✦ Organisational development; Shipping M&A projects, post merger integration etc.
- ✦ Project manager for optimizing trading patterns, costsaving initiatives etc.
- ✦ Identified business critical KPI's, established dashboards and structured reporting for mng.

KEY ACHIEVEMENTS

- ✓ Increased sales due to new sales structure
- ✓ Improved Maersk Tankers cashflow through improved payment structures
- ✓ Generated double digit (USD/mill.) savings in three consecutive years
- ✓ Optimized existing contracts and significantly increased profits
- ✓ Re-negotiated contracts and achieved unprecedented savings

Freight Trader / Charterer

2006 - 2007 (1 year)

New York City

RESPONSIBILITY

- ✦ Day-to-day chartering of 4-12 Handy/MR product tankers
- ✦ Employment of the CPP fleet in the Americas
- ✦ Optimized fleet utilization with respect to minimizing idle time and generating highest possible return

KEY ACHIEVEMENTS

- ✓ Building and maintaining relationships with US based customers
- ✓ Generated sales for USD 56 mill.
- ✓ Secured the second most profitable TC-deal in the history of Handytankers

Commercial Operator

2006 - 2006 (less than a year)

RESPONSIBILITY

- ✎ Operator for 4-8 product tankers
- ✎ Voyage planning, bunkering, deslopping etc.

KEY ACHIEVEMENTS

- ✓ Developed model for deviation claims
- ✓ Gained profound hands-on understanding of commercial shipping

Research Analyst

2005 - 2006 (1 year)

RESPONSIBILITY

- ✎ Responsible for following the product tanker market
- ✎ Providing trend analysis to top management and segment heads
- ✎ Lead project for enforcing IMO phase-out rules for non-double hull tankers
- ✎ Contributor to investment proposals, annual budget- and year end reporting

The Confederation of Danish Industry

Analyst & Lobbyist

2002 - 2005 (3 years)

RESPONSIBILITY

- ✎ area: R&D and development of the ordinary Danish education system
- ✎ Responsible for contacts with Danish based business schools, politicians and decision makers within the R&D field

KEY ACHIEVEMENTS

- ✓ Successfully setup and carried out a seminar for what DI expect of business schools and their graduates in context of employers future demands

Education

Copenhagen Business School

HD(F), Finance · (2005 - 2009)

London School of Economics and Political Science

Behavioral Economics & Decision making theory · (2006 - 2006)

Copenhagen Business School

M.Sc., Business Administration and Economics · (2003 - 2005)

Harvard University

Game Theory & International Business · (2004 - 2004)

Tongji University

Chinese Business Studies in association with Fuhu · (2004 - 2004)