



CV

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Date of Birth: July 2nd, 1990

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EDUCATION

2020-Current (2022) **Copenhagen School of Design and Technology (KEA)**
Computer Science

2012-2019 **Copenhagen Business School**

Courses, total ECTS points (50.0):

International Environment of Companies
Internationalization of the Company
International Market Analysis & Marketing
British & American Studies
Micro-Economics
Globalization Studies
Quantitative Business Research
Spanish

2016-2018 **Copenhagen Business School**
Graduate Certificate in Business Administration (HD)
Electives: International Business and Economics, Market-leadership

2013-2015 **Roskilde Business College**
Business Administration, specializing in Shipping and Logistics
Electives: Airfreight Specialization, Customs Law, Logistics and Transportation Law.

2007-2008, 2009-2011 **Zealand Business College**
The Higher Commercial Examination Program (HHX)
Weighted exam GPA: 11.8/12.0. Primary electives: International Economy, Spanish, English

2008 – 2009 **Oroville High School (WA, USA)**
Senior year
Classes in US History, Computer Animated Design and English

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TECHNICAL SKILLS

- Advanced understanding of object-oriented programming
Practical experience coding in: Java, ActionScript, HTML, CSS, SQL, Python, JavaScript
Experience with technologies: MySQL, Spring, GitHub, Git, AWS, Docker, Jenkins, Bootstrap, Hibernate.
- Super user of Excel and the MS Office Package
- Experienced user of MS Office and IT Systems (POS', KSD2000, AXSFreight etc)
- IT Super User for Kastrup Department of DHL Global Forwarding
- IT Super User for Trust Forwarding Department of SAS

PROFESSIONAL EXPERIENCE

2019– 2020

The Jane

General Manager

Roles:

- Top manager responsible for week-to-week operations, managing and recruiting to a team of 25 employees.
- Responsible for weekly restocking, operations, promotion of the venue and assorted HR tasks including staff training, talent development, resolving staff conflicts etc.
- Full responsibility for recruitment for all staff groups, including job interviews and talent scouting.
- Hands-on operational responsibility on opening nights as night-time manager.
- Primary contact person for partners and guests on events at the venue, incl. pricing, promotion etc.

Tasks:

- Recruitment and job interviews as well as staff training through staff-group specialized training courses.
- Complete scheduling of all staff groups (bartenders, hostesses, DJs, runners, cloakroom etc.), balancing the scheduling wishes from staff with the requirements for the different opening nights and events.
- Creating and implementing SOP's and staff guidelines guiding various aspects of their work.
- Managing our complete sales menu. Pricing as well as developing the menu layout (incl. design) considering factors such as: Volume, purchasing price, customer segments etc. to help maximize sales and profit.
- Creating and executing events created together with both internal and external stakeholders.

Acquired competencies

- I have further developed my skills in developing and maintaining a professional network, being the top manager of a venue that naturally has many daily interactions with a multitude of both internal and external stakeholders where personal relationships are key. My ability to multi-task and prioritize my time has been put to the test, with many different problems that require one's attention throughout the week. Especially in the light of a limited budget for external help or long-term solutions.
My skills within conflict management has been particularly improved, with weekly conflicts between guests, staff and partners that required immediate resolving.

2015– 2019

DHL Global Forwarding

Business Development/Commercial Centre Desk Specialist

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Roles:

- Assisting new as well as existing clients with rates and transport solutions tailored to their requests. Negotiating contracts and rates with clients and partners daily. Shaping solutions, and consulting on, major client projects.
- Project lead on nationwide data-quality enhancement. Creating guidelines according to company's standard and demonstrating them to entire Danish airfreight branch through presentations and video-conferences.
- Project lead on cargo insurance product and sales boost for Copenhagen office.
- Part of a small classified team analyzing data on entire client portfolio and traffic to determine and improve loss-making business.

Tasks:

- Balancing client and company interests to create win-win situations. Maintaining strong client and partner relationships through a professional and engaging discourse.
- Managing accountability and meeting goals through KPI's on leads, sales and projects.

Acquired competencies

- Building relationships with partners and clients, improved time-management skills, creating, managing and meeting deadlines on projects, enhanced critical analytical skills and strategic thinking.

2013 – 2015

SAS – Scandinavian Airlines System (Trust Forwarding)

Business administration trainee, specializing in shipping and logistics

Roles:

- Managing all live-animal shipments, import & courier services during separate superiors' maternity- and sick-leave. Facilitator and mediator between clients and agent partners on door-to-door shipments.

Tasks:

- Ad-hoc price requests and negotiation for above segments.
- Daily supervision of all active shipments including human remains, live organs, valuables, pharmaceuticals and more.
- Complete invoicing and balance-keep ensuring quick and faultless processing.

Acquired competencies

- Self-reliance, finding, creating and implementing my own solutions to various operational obstacles, standardizing work-flow for increased efficiency through several departments.

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2012 – 2013

The Jane, The Zoo, Balthazar

Bartender

2009 – 2010

DIESEL

Sales-assistant

Roles

- Part- and fulltime sales-assistant. Responsible for Visual Marketing during fulltime employment. Top Seller of the month and week on several occasions.

Tasks

- Daily sales, ensuring store was neatly presented through-out the day, balancing registers at EOB, visual merchandising of storefronts and store as a whole.

Acquired competencies

- Assessing the type of customer you are addressing and applying the correct sales technique – tailored to the individual, understanding the importance (and balance) of appearance, tonality, and formality in sales.

REFERENCES

- **Michael Bille Schøning**
Head of ACC
DHL Global Forwarding
Recommendation available upon request
- **Bjarke Reventlow**
Owner
The Jane 2013 ApS
Contact details available upon request
- **Martin Markvardsen**
Store Manager
Diesel Outlet Ringsted
Recommendation available upon request

LANGUAGES

- Danish (Native), English (Fluent), Spanish (Good), Swedish (Good), Norwegian (Good), German (Adequate)

ACTIVITIES & INTERESTS

I am a big fan of sports and team-sports both on and off the field. I have played American football, basketball, football, handball, foosball, badminton, table tennis and you name it! I had a brief prize-winning career as a bartender, during my earlier studying years, going as far as winning 1st place for Technique at the Danish National Championships in 2013. I am always big on social events, participating and arranging whenever I get the chance.