



### Jesper Jorsal

jj@jorsalconsulting.dk  
+45 21 74 42 18

#### PROFESSIONAL SKILLS

- Business strategy and implementation, i.e.:
- DD and M&A
- PM and PMO
- Change management & Performance management
- Project portfolio management incl. governance

#### PERSONALITY

- Goal oriented
- Proactive
- Holistic business view
- Open and honest
- Multicultural understanding

#### CLIENTS

- Nykredit Bank
- Novozymes
- LEO Pharma
- Fjernvarme Fyn
- Vattenfall
- Tetra Pack
- GDL
- More larger Nordic capital funds
- Danish public sector

#### EDUCATION

- M.Sc. in Engineering at the Technical University of Denmark (DTU)
- Focus areas: Production and strategic management

#### PERSONAL

Engaged & 2 daughters

Jesper is an experienced management consultant with more than 15 years of experience. He is specialised in strategy development and helping businesses bringing their strategy into action i.e. driving and releasing large transformation programs in collaboration with clients, aligning KPIs and goals, optimising processes and establishing supportive governance structures e.g. setting up PMOs.

Jesper combines an international consultant career with both line experience and being CEO and primary owner with Dansk Rustfri, Kolding A/S. Based on a number of international projects, Jesper is used to work in complex organisational and cultural settings, where stakeholder management, agility and facilitation is key to reach common priorities and solutions. Jesper's experience represents a broad range of industries including pharma, finance, energy and also the public sector.

## COMPETENCIES & SKILLS

### Professional skills

- **Goal oriented, proactive and structured** – Clients and colleagues describe Jesper as a trustworthy and outgoing person with a tremendous drive and good interpersonal skills. Jesper works proactively and structured with problem solving and has the ability to communicate his thoughts and ideas clearly.
- **Strategy development and implementation** - Jesper believes in an engaging and facilitating approach to strategy development and implementation. Personal engagement and ownership in corporate strategic priorities drives more successful implementation leading to better financial results.
- **DD and M&A** - Jesper is experienced with a number of shorter due diligence studies and M&A studies, including commercial review & company valuation
- **Program and project management** – Jesper has successfully acted as project manager and QA for large-scale programmes to implement business strategy e.g. driving and implementing major corporate initiatives and deployment of new business processes, incl. keeping track on progress towards mile-stones, ensuring right quality in deliveries, managing resources, supporting HR and communication etc.
- **Performance Management** – Jesper has experience in selecting, structuring, defining, implementing, tracking and incorporation of the wanted follow up behaviours in relation to business KPIs.
- **Change management and multicultural understanding** – Jesper's extensive experience from international projects has resulted in a very good understanding of different cultures and how stakeholder management, agility and facilitation is key to reach common priorities and solutions.

## SELECTED CLIENTS

**LEO Pharma, Denmark** - Supporting top management with the clarification and operationalization of their corporate Going for Gold strategy. Also managing and implementing a large cross-functional project on how to design a coherent, transparent and united yearly planning process for bringing the strategy into action.

Facilitating and driving the development of a united project portfolio governance model in GPS stating the principles and framework for the management and governance of all larger projects in a common system

**Nykredit, Denmark** - Establishing and managing a PMO for a larger Danish bank ensuring a successful integration of a recent acquisition. Structuring and supporting the large program, actively involving 50+ employees in the business support unit alone, enabling the client to successfully accomplished the integration in a timely fashion and with high satisfaction scores from both employees and end users.

**Vattenfall, Nordic** - International integration between two business units. The project included activities such as stating the design principles, mapping "as-is", recommending a new organisational set-up, preparing material for negotiations with the labour unions as well as facilitating the implementation work setting up PMO etc. Actively involving 60+ managers and employees across the organization.

**Thrane & Thrane, Denmark** - Full corporate strategy development process for a medium sized Danish technology provider, including issue based external and internal analysis, workshop facilitation, strategy development as well as preparing implementation plans. Actively involving 50+ managers

**Public Sector, Denmark** – Interim change management position responsible for planning national go-live for a new digital business solution, the role included setting up and staffing of project management office (PMO) (*war room*) ensuring smooth transition from development to operation as well as providing the necessary support and service towards both internal and external customers of the new system.

**Large Nordic capital fund** – Experience with a number of shorter due diligence studies and M&A studies, including commercial review & company valuation.

**Large Danish capital fond** - Long term investment strategy for a large Danish capital fond. Responsible for market studies, including market size, market dynamics, market trends, competitive landscape and candidate profiling.

## PROFESSIONAL EXPERIENCE

- 2013 - Independent Management Consultant
- 2016 - 2019 Owner and CEO Dansk Rustfri, Kolding A/S
- 2010 - 2013 LEO Pharma, Strategy Manager
- 2007 - 2010 PA Consulting Group, Management Consultant
- 2006 - 2007 Bain & Company (Stockholm), Management Consultant
- 2005 - 2006 PA Consulting Group, Management Consultant (part time)

## EDUCATION

- 2000-2006 M.Sc. in Engineering at the Technical University of Denmark (DTU)  
Focus areas: Production and strategic management
- 2004-2004 Simon Fraser University, Vancouver, Canada