

## Curriculum Vitae

**Name:** Dennis Kayser

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**DOB:** October 24, 1980

**Nationality:** Danish



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### Personality Traits

Management/Strategy consultant with a M.Sc. in Computer Science from the University of Copenhagen.

Striving to be the best is crucial to me and because of this I am dedicated, entrepreneurial, high energy driven, and independent. I do my utmost to help clients (incl. C-level) achieve their goals while quickly grasping their business field and demands.

I have been with IBM for the last four years (EA, GTM, S&T) and have experience within retail, public, and financial sector. I am also the Nordic Cloud Services leader within S&T where I monitor current and emerging technologies.

My primary interests are within technology innovation, IT business modelling, and development strategy with emphasis on client interaction.

I have strong technical experience with all phases of IT development from requirements until test. I enjoy using my innovation skills for problem solving and I continuously try to improve my expertise and knowledge.

With my current and previous projects I have proven able to maintain ongoing relationships between the IT function and its customers/subcontractors. When working in teams I am usually the one who takes the lead and drives the vision. I am always eager to encourage and motivate colleagues and customers to reach their highest potential while focusing on the long-range goals and possibilities.

I am seeking exciting international profiled opportunities that will challenge and develop my current skill set within my field of interests.

## Education

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### **Sep. 2004 – Dec. 2010 University of Copenhagen**

Copenhagen, Denmark

M.Sc. in Computer Science under Copenhagen Master of Excellence (Cand.Scient)

*Thesis: GreenCloud a Private Cloud Architecture in collaboration with IBM.*

*Grade: 10 (A-)*

*GPA: 9.8*

Bachelor in Computer Science (BSc.)

*Thesis: IT Cost Estimation in collaboration with Nordea.*

*Grade: 12 (A+)*

*GPA: 7.3 (Danish 12 scale)*

### **Sep. 2001 – May 2002 Copenhagen Business School**

Copenhagen, Denmark

Business Economics & Computer Science

### **Aug. 2000 – Aug. 2001 Salem State College**

Boston, United States

Computer Science

### **Aug. 1996 – Jun. 1999 Rungsted Gymnasium**

Copenhagen, Denmark

Mathematical Student

## Professional Experience

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### **Dec. 2010 – Present IBM - Global Business Services**

Copenhagen, Denmark

Innovation & Growth Strategy Consultant

Management Consultant in Strategy & Transformation. Development of Business & IT strategy, business process optimization, data research and analysis, Project Management, support and administration of engagement activities (PM and PMO). Management of subcontractors. Component Business Modeling (CBM). Application Portfolio Optimization (APA).

Nordic Strategy & Transformation Cloud Services Leader.

*Key Achievements:*

- ❖ Developed a strong reputation for getting things done.
- ❖ Achieved target utilization and highest possible rating.
- ❖ Part of the Global Business Services Top Talent program (Top 1%)

### **Sep. 2008 – Present EMP Group**

Copenhagen, Denmark

Co-founder & CEO

Managing all operations for the start-up and assembled the team. Developed start-up organization from initial concept through product launch. Raised funds to get the company off the ground. Responsible for all customer contact, follow-up and contract negotiations.

The product, EMP, is a project cost estimation platform leveraging agile methodologies and built as a Software as a Service (SaaS).

*Key Achievements:*

- ❖ Wrote the entire business plan which came in at 2<sup>nd</sup> place in Venture Cup national final 2009 and was nominated as a finalist in the regional Venture Cup 2008 competition.
- ❖ Designed the entire cloud-based technology stack and security for the company and the service enabling start of the company for less than \$20.000.
- ❖ Responsible for engaging and acquiring the first enterprise customers.

**Feb. 2009 – Dec. 2010    University of Copenhagen**  
Copenhagen, Denmark

*Innovation Ambassador*

Acting as Entrepreneurship event coordinator for the university. Done public speaking and promotion of innovation and entrepreneurship throughout the different faculties. Arranged events with speakers such as Lars Mikkellaard (IBM), Soulayma Gourani (The Foundation of Entrepreneurship), Stephan Christgau (Novo Seeds), and Asger Aamund (Bavarian Nordic). Provided financial analysis and help to student start-up companies.

*Key Achievements:*

- ❖ Co-founder of the new student run Stardust-KU entrepreneurship network.
- ❖ Has helped several students with guidance on business planning, startup and how to write their business plans.
- ❖ Responsible for arranging and speaking at events for audiences of 100+ people.

**Feb. 2008 – Nov. 2010    IBM - Global Business Services**  
Copenhagen, Denmark

*Sales Operations Assistant – Nov. 2009 - Present*

Helping sales and operations run cadence and ensure forecasts and budgets are kept in the sector. Creation of slide-decks and pulling statistics from different systems for management. Updating and maintaining data in Siebel 8, PRISM and Prophet. Ensuring that team members are up to date on the newest sales leads.

*IT Architect Assistant – Mar. 2008 – Oct. 2009*

Working in the transportation/shipping and public sector for enterprise customers. Analysis of system architecture and development of migration plans. Development of components for various existing systems and creation of configuration files. Developing documentation for existing systems. Responsible for assessing scalability and robustness of the developed applications.

*Key Achievements in IBM:*

- ❖ In the IBM Elite Student Program (Top 3% and highest possible rating).
- ❖ Co-founder and board member in an internal IBM social club. The fastest growing social club in IBM Denmark.
- ❖ Introduced a new collaboration platform for the team that is used daily. This has greatly sped up work and fostered more internal teamwork as well as enabled the entire team to quickly find what they actually need.

- ❖ Responsible for arranging and teaching the introductory course for 20-50 new hires every other month.
- ❖ Co-responsible for running the Friday bar with regards to economics, stock and social events. Has fostered more social interaction and better working atmosphere among the employees.
- ❖ Student Network steering committee member with responsibility of managing and coordinating large events for the 350+ student employees in IBM Denmark.
- ❖ Commended for work being at a very high standard, reliable and always meeting deadlines with very high quality output.

**Jan. 2005 – Apr. 2008    Deadline Games**

Copenhagen, Denmark

*Tester/Quality Assurance*

Beta testing and QA on various projects for different next-gen platforms (Xbox 360, PS2/PS3), e.g. Total Overdose, Watchmen.

**Feb. 2006 – Jun. 2007    IMT Labs**

San Francisco, United States

*User Interface Developer*

Development and design of front- and back-end for their web platform. Developed new activities for MSN activity window. Designed banners and promotion material. Responsible for creating the web-branding strategy for the core product.

**Sep. 2006 – Dec. 2006    Varien (now part of eBay, Inc.)**

Los Angeles, United States

*Internship as Developer*

Development and design of both front- and back-end, primarily on the osCommerce platform. Working with graphics and images for customers. Customizing various blogging platforms. Development of websites from the ground up. Helped visualize the widely popular Magento Commerce system.

**Aug. 2002 – Feb. 2006    Det Berlingske Officin**

Copenhagen, Denmark

*System Coordinator – Jan. 2005 – Feb. 2006*

Promoted to system position with responsibility of daily operations, maintenance, and coordination of development and testing efforts on the B2B platform.

*Business Coordinator – Jan. 2004 – Dec. 2005*

Promoted to managing daily operations of the business department call center function, around 25-30 people. Overseeing the handling of B2B customer inquiries with regards to complaints, billing, delivery and payment.

*Servicepartner – Aug. 2002 – Dec. 2003*

Handling of customer inquiries from private customers with regards to complaints, billing questions and payment. Calm angry callers, repair trust, locate resources for problem resolution and design best-option solutions.

## **Jul. 1999 – Jul. 2002      Other Work Experiences**

Copenhagen, Denmark

### Office Assistant – SCIO Landsteinar – Jun. 2001 – Jul. 2002

Helping with misc. tasks like mail delivery, translations between Danish and English, updating company website etc.

### Postal Worker – Post Danmark – Jan. 2000 – Aug. 2000

Mail and package delivery to customers and companies. Sorting of mail and packaging it for delivery. Daily contact with customers and companies.

### Retail Sales Clerk – Fredgaard Radio – Jul. 1999 – Dec. 1999

Sales, registering purchases by customers. Accepting cash and credit card payments, balancing registers, opening/closing the store.

## **Language Proficiencies**

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- ❖ Danish      Native Language, Fluent
- ❖ English     Fluent
- ❖ Swedish    Basic
- ❖ Norwegian Basic
- ❖ Icelandic   Good
- ❖ German     Basic

## **Additional Information**

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- ❖ I am an avid long distance runner and have completed several marathons.
- ❖ Interests include running, motorcycles, snowboarding, cross country skiing, hiking, movies, wine and traveling.
- ❖ Myers-Briggs personality type is **ENTJ** (Extraverted Thinking with Introverted Intuition).
- ❖ Member of Danes Abroad Business Group Online (DABGO).
- ❖ Chairman in Danish GridForum.

## **References**

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(Please seek approval before contacting)

- ❖ Jonna Kielstrøm – IBM Denmark Global Business Services
  - > Phone: +45-28 80 74 09
  - > Mail: [jonna@dk.ibm.com](mailto:jonna@dk.ibm.com)

Other references and grades can be provided upon request.

For additional information and recommendations go to:  
[www.linkedin.com/in/denniskayser](http://www.linkedin.com/in/denniskayser)