

Business Developer, SEA Inkubator

Contact Info

 Ivan Butler

 ibu@adm.aau.dk

 22 58 91 57

Associations

Start Up Program, AAU Inkubator

Top 5 Competences

① Business Development

Taking an idea and turning it into reality.

② Marketing and Sales

The circumstances of taking into account what customers want and what competitors are doing.

③ Business Models

The mode of competing with how a business is done, rather than its products and services

④ Entrepreneurship

When new ideas are to become real, there are processes of enrolling actors and making experiments in order to reach a result that customers and users are willing to pay for.

⑤ Innovation

Having an idea is one thing, but getting an idea is something else. Innovation is a wide topic and navigating it is much more possible when you are able to tap into other people's skills, experiences, motivations and ideas.



Education

Ph.D. It and Design, "Innovation Processes in difficult markets", AAU, 2017

M.Sc. Business Organisation and Strategy, AAU, 2001

Startup Experience

Have been an entrepreneur myself in two instances: as IT entrepreneur, and as a Consultant with the purpose of helping entrepreneurs.

Have been professionally hired to manage a company that consults investors in new business ideas
Teacher in Innovation, Marketing, Sales etc.

A researcher in fields of Innovation and Entrepreneurship, with particular interests in difficult markets such as Sub Saharan Africa