# **Business Developer, SEA Inkubator**

#### **Contact Info**



Jesper Helleskov Sørensen



ihs@adm.aau.dk



99 40 71 93

#### **Associations**

Start-Up Program

#### **Top 5 Competences**

#### 1 Business Modelling

Using the Business Model Canvas properly can be challenging. It is a strong communicational tool and can help innovate the business.

### **2** Product Development

Essential for any start-up. Whether it is a physical product, a service, or platform, the product is the core value of the company.

## 3 Road Mapping

Having a plan is essential to keep on track. The road map helps the team stay focused on the important tasks and get things done.

## 4 Design for Environment

Environment is a strong value proposition for many start-ups, and delivering a eco-friendly product is paramount for most.

## **5** Value Proposition

Finding the stronget product/market fit is difficult and a wrong direction can be devastating.



#### **Education**

Civil Engineer in Sustainable Product Development and Innovation from University of Southern Denmark, 2017. The education is based on the Product Development and Innovation bachelor degree with emphasis on sustainability.

The education taught me everything concerning product development from idea to launch along with production and product management.

# **Startup Experience**

During my Masters, I was 6 months in a Social App startup called Hellow. The start-up was brand new and I shaped the business model and feature implementation that coined the growth of the mobile application.

During my education, I have analyzed several start-ups in terms of business model innovation and disruptive innovation. This has made me very strong in innovating businesses to differentiate themselves from the competitors.



