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B. 29.07.1974



Curriculum Vitae

GOALS / AMBITION

Continue to develop personal leader and organizational skills, build further management skills on an international executive level. Work with/ in larger international organizations and projects. Lead complex change management processes. Be addressed and recognized as a professional resource on strategic and tactical changes/ decisions within business development and business management.

QUALITIES

18 years of business experience within the consulting, Oil & Gas and IT industry. Extensive experience from sales and marketing (B2B/B2C), sales of larger and complex projects, offshore sales and deliveries (mainly from India, but also Poland, Romania, Morocco, Brazil), international negotiations, managing contracts, change management, recruitment & selection, human resource, administration of personnel and company/ business management – operational, tactical and strategically.

As a leader I am recognized as visionary, unifying, including, open, fair and loyal. At the same time direct and demanding. I know the importance of pushing people in front of me to achieve success in our work. To make sure that my team has all possible opportunities to succeed I'm always acknowledging the individual as well as the group.

I have an extensive network in Norway. Excellent communication and negotiation skills, and I am comfortable in hectic and hostile environments. Focused and systematic with ambitious targets at work. I am a hard working doer, with visions for the future!

Industry knowledge: Energy - Oil/ Gas Upstream and Midstream (focused on integrated operations), Utility (focused on AMS)

WORK EXPERIENCE

08/2006 – Capgemini

Roles in Capgemini

02/2016 – Vice President, Head of EUC Norway

01/2014 – Vice President, Head of Regions

01/2013 – Director, Head of Regional Offices

08/2010 – Director, Head of Stavanger

01/2010 – Principal, Business Development

01/2009 – Head of EPICentre – Oil & Gas Centre of Excellence

06/2006 – Manager, Business Development

Description of work in Capgemini

February 2016 – Vice President and head of the Energy Utility Chemical market and delivery unit in Norway. Largest P&L in Norway, including global strategic clients. Accountable for Sales and Projects/ Delivery, including global/ offshore deliveries. Part of Norwegian Executive Committee and Global Oil&Gas Steering Committee.

January 2014 - Vice President in Capgemini Group, with main responsibility of sales and delivery in the regional division in Norway, including Oil & Gas sector. Part of Norwegian Management and the global VP community,

including the global strategy group meetings – “Rencontres”. Part of global Oil&Gas community.

January 2013 - Head of Regional Offices (Stavanger-Bergen-Trondheim), one of two main P&Ls in Capgemini Norway. Overall responsible for in total approximately 400 resources, and close to 300mNOK yearly revenue.

I have been part of Capgemini Norway Management team since January 2013.

From 2010 I was Head of Capgemini’s Branch in Stavanger. With responsibility of approximately 150 resources in my line organization and total 300 consultants working in various projects out of Stavanger managed projects, this is the largest department outside of Oslo in Norway.

Day to day focus in the role as Head of the Stavanger branch was to develop and position Capgemini Stavanger for further growth. Develop into new domains and clients. Establish and build new service offerings to reflect market trends and customer needs. Position Capgemini for new local and international contracts and deliveries. Align the local branch to the group strategy: e.g. delivery strategy, market strategy, people and recruitment strategy.

Business development and sales

Responsible for business development, sales and market activities in EUC sector in Norway. Focus mainly on clients within Oil/ Gas and utility sector. Global Key Account Management for Capgemini clients.

My key success in business development and sales has been passion, consistent and to ask “*what value do we want to create for our customers and their clients*”.

(Global) Clients and focus on offshore delivery have given a good insight in culture differences in communication, collaboration and in general doing business in international environments.

Primarily my oil & gas clients have been the super major oil companies, and recent years the “new comers” at the Norwegian Continental Shelf. I have also worked with clients within utility, wealth management, consumer finance, retail banking, production and public sector.

(Client references upon request)

EPiCentre CoE - (Exploration & Production Industry Competence Centre of Excellence)

From the 1st January 2009 to end of 2010 I was head of the Norwegian Oil & Gas (E&P) Centre of Excellence, EPiCentre.

EPiCentre focuses on the Norwegian Continental Shelf, but also includes activities on the UK side of the North Sea.

The centre highlights, promotes, gathers and distributes information, knowledge, project activities that Capgemini have been involved within Upstream and Midstream the past 30 years - both to clients and employees.

A major of our research, points of views, white papers, articles and publications are done in close collaboration with clients.

My primarily role was to coordinate all activities within the centre, both internal as well as external.

Today my role is to support the centre as sponsor from Capgemini management.

Nominations and Key Figures has been during my years in Capgemini outstanding.

I have been rewarded the “Aces Platinum 2009” and “Aces Platinum 2011” as top 100 business development employee of the year in Capgemini Global.

05/2004 – 08/2006 Telecomputing Stavanger AS Sandnes
Sales Manager

Telecomputing is one of the largest IT Infrastructure vendors in Norway and Sweden.

I was sales manager with focus on account management, new sales and coaching of sales-team and on-site consultants with special focus on business development.

Clients were primarily focused in the Energy sector.

08/2002 – 05/2004 Spaceworld Kvadrat Sandnes
Manager

11/2001 – 06/2002 Ajilon (Adecco IT) Stavanger
Account Manager / Recruiter

10/1999 – 11/2001 GetHLP Stavanger
Account Manager

02/1999 – 08/1999 Rogaland County Hospital Stavanger
IT Consultant

10/1997 – 02/1999 CreCom AS Stavanger / Vats
IT Consultant

BOARD MEMBER

2010 - New Reach AS Stavanger, NO
Board member

Start-up company within social media and multi-channels.

2008 - 2012 Unitron AS Stavanger, NO
Board member

IT consultant company with apx. 40 employees and 45mNOK in revenue.

EDUCATION

2015 University of Stavanger Stavanger, NO
Executive Master of Business Administration
(started 2015)

1999 Meta-Morphose LTD Cheltenham, UK
Honorary Associate in Sales & Marketing

1997 The Norwegian Shipping Academy Bergen
Marine ship broking

1993 University of Stavanger Stavanger
Engineering subjects

COURSES

(selection)

2013 Capgemini Paris, Fr
International business leadership (emerging markets)

2012 Capgemini Norway
Big Data and fraud detection

2009 Capgemini Online
Semba Certified Level 1
Structured Expertise Method for Business Analysis

2008	Capgemini	Paris, Fr
ACES Summer School		
<i>Achieving Consistent Excellence in Sales</i>		
2008	Capgemini	Oslo, NO
Intelligent Enterprise		
<i>Better Insight for Business Decisions</i>		
2008	Capgemini	Paris, Fr
Boardroom Excellence		
<i>Business development focus on chair members and CxO's</i>		
2007	Capgemini	Stavanger, No
Workshop facilitation		
2007	Capgemini	Paris, Fr
SOA for Business Development		
<i>Service Oriented Architecture</i>		
2006	Capgemini	Paris, Fr
Rightshore for Sales		
<i>International sales (Offshore)</i>		
2006	Capgemini	Paris, Fr
Collaborative Selling Training – Holden Intl.		

MISCELLANEOUS

Interested in politics and local affairs.
 Participating in local community and trade chambers.
 Other hobbies: tennis, golf and skiing.
 The best meditation is hiking in Norwegian nature.

Personal slogan: Think positive!