

JOAKIM DOHLMANN



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- LinkedIn: [linkedin.com/in/joakim-dohlmann-0a0a8a1](https://www.linkedin.com/in/joakim-dohlmann-0a0a8a1)

PROFESSIONAL PROFIL

Energetic, hardworking economist with long experience from CEO Office heading performance management, Cost reduction plans, business strategies and business analysis. Over the past years I have had a large influence on the development and implementation of vary types of strategies from expansion to restructuring. Through strong stakeholder management and networking inside and outside the organisation I am constantly working to create top-of-class results and to optimise the contribution to the bottom-line.

PROFESSIONAL EXPERIENCE

2017/04 – NORDEA Denmark, Copenhagen

- **12/2018 – Financial Business Partner**
- **04/2017 – Chief Business Controller**
 - Acting CFO for local Danish Business Banking Management
 - Part of Danish Business Banking Management team
 - Key areas: Performance Management, Financial Management and Restructuring.

2009/10 – 2017/03 DONG Energy, Virum and Gentofte and Malmö (Sweden)

- **12/2011 – Senior Business Analyst (B2B and B2C)**
 - *Management Reporting B2B (develop and launch)*
 - Stakeholder management by leading discussions on management level on best-in-class-reporting.
 - Exploring and finding optimal reporting tool
 - Determination of best measures to obtain optimal reporting on current strategy.
 - Responsible for front-end and communication in development and launch
 - *Management Reporting B2B (execution and analysis)*
 - Deriving short and long term sales forecasts and budget - bridging sales managers and Finance
 - Constantly analysing sales and market data to improve earnings
 - Yearly determination of sales and other KPI.
 - Building new reports based current business strategy and corresponding KPI's
 - *Customer Insights B2B*
 - Responsible for execution of quarterly customer insights analysis.
 - Coaching and follow-up on sales staff according to customer feedback.
 - Develop and determinate management KPI
 - *Forming new Business Intelligence unit in Sales B2C*
 - The driving force in forming the new unit (defining responsibility areas, aligning deliveries and expectations)
 - Support B2C management with customer insight (sales analysis, customer satisfaction, market research)
- **05/2011 – 11/2011 Segment Manager**
 - Concept and strategic for the Swedish gas market
- **10/2009 – 04/2011 Senior Negotiator**

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- Lead negotiator in contract negotiation with major counterparts (Shell, Chevron and E.ON)
- Head of preparation groups of lawyers and economists

PROFESSIONAL EXPERIENCE (continued)

12/2017 - CBS, Associate Professor in Applied Micro Economics, *Copenhagen*

01/2014 – 12/2017 CBS, Teaching Assistant in Applied Micro Economics, *Copenhagen*

03/2009 – 09/2009 Mybanker.biz, Country Manager UK, *Copenhagen*

05/2006 – 02/2009 SPARBANK, Chief Representative, *Malaga (Spain)*

03/2005 – 05/2006 Nykredit, Account Manager, *Alicante (Spain)*

08/2002 - 03/2005 Deutsche Bank, Account Manager, *Torre Vieja, Alicante (Spain)*

EDUCATION (and additional education courses)

12/2017 Awarded the CBS Education Prize (DSEB), *Copenhagen*

08/2016 Tableau Road Show, *Copenhagen*

06/2016 Tableau Conference on Tour, *London (U.K.)*

06/2015 CBS, Education technics and pedagogic at University level, *Copenhagen*

05/2014 Ennova, Hvordan anvender man bedst sin kundetilfredshed, *Copenhagen*

03/2013 Presentations techniques by Implement, *Copenhagen*

02/2013 VBA programming at intermediate level, *London (U.K.)*

05/2010 Shale Gas Conference, *London (U.K.)*

04/2010 Alphanatania Gas Strategies, *Amsterdam (Holland)*

09/2002 Spanish as a foreign language level III, Escuela Oficial D'idiomas de Alicante, *Alicante Spain*

07/2002 Master of Science in Economics (Cand. Polit.), University of Copenhagen, *Copenhagen*

07/2002 Ph.D. Course in H.R. Management, Universidad de Alicante, *Alicante Spain*

07/2002 Ph.D. Course in Game Theory Universidad de Alicante, *Alicante Spain*

07/2002 Ph.D. Course in H.R. Cooperate Finance and Investment Universidad de Alicante, *Alicante Spain*

07/1998 Bachelor in Science in Economics University of Copenhagen, *Copenhagen*

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LANGUAGES (1-6)

- Danish: Native (6)
- Scandinavian languages (5)
- English: Very high (5)
- Spanish: High (4)
- German: Medium (3)
- French: Basic (2)

IT-SKILLS

- Proficient user: Power Point, Excel, Visual Basic
- Power user: Tableau, Think Cell
- Intermediate user: SAP CRM /SAP BeX, Caesar

REFERENCES

Internal and external can be acquired at any time.