

## Curriculum Vitae

**Name:** Dan Kyster Hartwig  
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### Work experience

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#### **2012 – Current ~ Orifarm, Odense**

Business Development Manager

*Main Assignments:* SRM, Networking, Product screening, Contract negotiation, Project manager, Business intelligence and Patent evaluation.

#### **2009 – 2012 ~ Orifarm, Odense**

Business Development Analyst

*Main Assignments:* Product evaluation, Business intelligence, Forecasts, Project manager, Project participant, Software tool development and Patent information.

#### **2007 ~ University of Southern Denmark, Odense**

The International Office

Student Assistant ~ Web Administrator

*Main Assignments:* Maintaining and updating the department's website and administrative tasks.

#### **2003-2008 ~ Multisnedkeren, Odense**

Cabinet Maker and Office Clerk

*Part time employment concurrently with studying. Main assignment: help in the carpenter shop, reviewing VAT settlement, accountancy, and computer consulting.*

#### **2001-2003 ~ RSMplus - Chartered accountant, Odense**

Audit Assistant ~ Trainee

*Main Assignments:* Double-entry bookkeeping, Value-added tax settlement, Tax consulting, Personal Tax, Financial accounting, Managerial accounting, Annual Account, and Administrative tasks.

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### Education

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#### **2006-2008 ~ Economics and Business Administration – International Management (M.Sc.)**

University of Southern Denmark – Odense

*Main fields of study:* Organizational Design, Applied Strategy, International Management, International Marketing strategy, Project Management and the Consultant role, Management Accounting, External Accounting, and Advanced Accounting.

*Term paper:* "Biform Game the Added Value – Revisiting Fisher Body"

*M.Sc. thesis topic:* "KPIs and Competitive Advantage – A Case Study of Pro-File" in cooperation with Pro-File.

## 2003-2006 ~ Bachelor of Business Economics (B.Sc.)

University of Southern Denmark – Odense

*Main fields of study: Business Economics (1-3), Descriptive Economics, Macroeconomics, Microeconomics (1&2), Statistics (1&2), Mathematics, Accounting, Organization, Marketing, Management Science, Business Law, Tax Law, Finance, and Data Programming (MS Office, SQL and VBA~Excel)*

## 2006 ~ Bachelor of Business Economics (B.Sc.)

HELP University – Kuala Lumpur, Malaysia

*Main fields of study: Asian Business Environment, International Business*  
*B.Sc. thesis topic: Danish Management in Asia – Field study in Malaysia*

## 2001-2003 ~ Commercial and Clerical Education and Training

Tietgen Business College/RSMplus – Chartered accountant – Odense

*Area of Specialisation: Accounting*

## 1998-2001 ~ Higher Commercial Examination

Tietgen Business College – Odense

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### IT skills

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	<u>Level</u>
MS Office – Word, Excel, Access and PowerPoint	High level
Programming in Visual Basic for Applications	Medium/High level
Accounting system - Concorde C5	Medium level
Basic HTML – Dreamweaver	Medium level

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### Language skills

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	<u>Read</u>	<u>Write</u>	<u>Speak</u>	<u>Understand</u>
<b>Danish</b>	High level	High level	High level	High level
<b>English</b>	High level	High level	High level	High level
<b>French</b>	Low level	Low level	Low level	Low level

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### Further courses and activities

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2012 ~ KARRASS Effective Negotiating: KARRASS, for more than 40 years, has been the worldwide leader in training Effective Negotiating® skills. It is packed with strategies, techniques, tactics, tips, and skills practiced and tested over the past three decades. The program is designed to be practical, hard-hitting and to produce real financial dividends.

2011 ~ PRINCE2 Practitioner: PRINCE2 is the most widespread Best Practice within Project Management globally. It has been developed by the British Government in cooperation with leading international management consultancies, with the purpose of creating a common project management framework.

2009 ~ Course in Change management.

2009 ~ Course in Negotiations techniques.

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### References

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– René Holde – CEO of Pro-File.