

Emil Jersling, MBA

Head of Operations

Global Executive with 10+ years' experience in C-Level Leadership Positions

With 20 years of international experience launching new ventures and leading entrepreneurial teams, Emil has successfully launched Groupon Belgium and developed similar companies in 10 countries across Latin America, Asia, and Europe.

He has built companies in vibration energy harvesting, advanced laser systems, social media influencing, and hardware incubation in Shenzhen. He's passionate about using data analysis to solve complex problems and build learning organizations.

Skills

- Team leadership
- Communication
- Problem-solving
- Strategic initiatives
- Negotiation
- Data analysis
- Project management
- Business development
- Process optimization

Performance Benchmarks

- Grew revenue 4x, reduced cost 38% in 7 months as turnaround CEO, 42 FTE team
- Grew revenue 2x, reduced cost 10% in 7 months as COO, 40 FTE team
- Reduced costs by 40% in 2 weeks as interim CEO, led cash injection negotiations

Professional History

MERGENTHALER LASER - Shenzhen, China

2023 - Present

Chief Information Officer. Led digital transformation initiatives and information system implementations to improve the company's operational performance.

- Created price book, pitch deck, and financial models to secure ¥10MM investment to fund engineering, manufacturing, marketing for the laser systems
- Improved recruitment by implementing a candidate tracking system, streamlining selection criteria, interview processes, and teaching interview techniques
- Built Excel model taking thermal camera temperature readings to help R&D efficiently diagnose problems, improve performance, and promote our system

SUSTECH - Shenzhen, China

2018 - 2023

Entrepreneur in Residence. Worked in the Quantum Information group to forge strategic relationships and commercial collaborations with external parties.

- Wrote investor pitches, contacted 5 companies and 50 academics, securing the first pilot project for suspension energy harvesting prototype for electric scooters
- Led successful ¥500k grant application for ISTCG Shenzhen for building a suspension energy harvesting system using innovative concepts
- Led suspension energy harvesting pilot project with Philippine electric vehicle partner

BUILDING10 - Berlin, Germany

2015 - 2016

Venture Partner. Evaluated investment opportunities in early-stage companies and worked closely with portfolio companies to provide hands-on support and guidance.

- Led UK expansion of German last-mile grocery delivery firm Fleet

Professional History (continued)

- Led international expansion of car-sharing aggregator CarJump
- Built a financial model for car-sharing aggregator CarJump ahead of its sale

REBATE NETWORKS - Europe/Asia/Latin America 2010 - 2013

CEO/COO. Built e-commerce marketplaces for coupon companies.

- Reduced deal approval times by 80% through the implementation of Salesforce.com to drive motivation by giving each sales agent a daily revenue update, and ultimately improve team understanding of deal factor importance
- Hired 39 people in 2.5 months from 100s of CV reviews and interviews with the support of 2 HR assistants by streamlining screening and interview processes
- Improved team cohesion, motivation, and collaboration by facilitating company meetings with employees presenting their work and inviting peer feedback

KAISER ASSOCIATES - London, UK 2005 - 2008

Managing Consultant. Led teams in conducting in-depth market research analyses translating complex data and insights into actionable recommendations.

- Advised UK client on strategic acquisition of German printing company
- Led team of 4 on a NASDAQ100 project identifying European market opportunities
- Recommended partnership initiatives for Global FMCG leaders in the German market

Other Positions

CEO, BEANEPIC, Shenzhen, China	2021 - 2022
CEO, JERSLING VENTURES, Berlin	2016 - 2018
CEO, USTAMP, Malmo, Sweden	2014 - 2015
Commercial Director, VIZERO, London, UK	2003 - 2005

Awards & Achievements

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| • 2008 Dr. Marcus Wallenberg Scholarship Award | 450k SEK |
| • 2005 Placed 2nd in Imperial College Entrepreneurship Competition | 5k GBP |
| • 2002 Shell Environmental Fellowship Award Keny Expedition | 3-weeks |

Education

MBA - INSEAD, Singapore / Fontainebleau, France	2008 - 2009
Master Mechanical Engineering - Imperial College London, UK	1999 - 2003

Advisory roles, Languages, Interests & Programming

Advisor Baneco	2024
Summer-Pro Football Sweden	1994

Languages: Fluent Swedish, English, German, Spanish; Intermediate: Chinese
Interests: Stand-up comedy, Salsa, Improvisation theater, Sports, Poker.
Programming: Intermediate: Python, SQL, Git.