

To whom it may concern.

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International Business Developer leading to strong results with Sustainable, Automotiv and IT

To whom it concerns:

My achievements as an international orientated business developer and project manager globally and especially in the German speaking regions are well documented. Through my career within the digital and cleantech industry, I have developed and completed numerous successful projects worldwide, not at least in Germany, being the country which I regard as my second home. Over the years I have developed an extensive senior level network in the German industry as well as on a governmental level.

Starting my international career as a young engineer, I gained my international experience as a commissioning engineer in the dairy industry. Following a degree in business and marketing, I moved into the digital and telecom industry, becoming a GM in Hamburg. A few years later I set up my own digital company in Berlin. Since, I have played a key role in providing digital Identity to projects funded by the UN and EU, providing biometric id to the people in the developing countries on the African continent.

In parallel, I have been involved on projects within the cleantech and electric vehicle industry, working with the German suppliers who struggle to transform from being manufactures of combustion driven technology and changing into becoming electrical orientated. A transition which is largely under display in the Formula Electric, the international showcase and innovation lab for the companies involved in the clean energy and transportation business and in which I have an extensive network and partner access.

As a person, I like to think of myself as a positive, social intelligent and project driven man, with an entrepreneurial spirit. I enjoy having a goal and knowing my target. My thoroughness and will to succeed is in discussable. From my UN experience, I have matured as a person and turned into the skilled and balanced professional, I would like to be. I realized that being curious, asking questions and to listen carefully, while paying attention to the interest of all stakeholders, is the key to success.

Sincerely

Kim Roedkjaer

CURRICILUM VITAE

Personal data

Name: Kim Rødkjær
Nationality: Danish
Civil status: Married since 2013, two daughters, age 9 and 12 years .
Address: Mørdrupvej 11, 3060 Espergærde.
Phone: +45 6094 6095
Email: krs110470@gmail.com



Resume

I gained my international experience as a commissioning and commercial engineer in the dairy industry. Following a degree in business and marketing, I moved into the digital and telecom industry, becoming a GM in Hamburg. A few years later I set up my own digital company in Berlin. Since, I have played a key role in providing digital Identity to projects funded by the UN and EU, providing biometric id to the people in the developing countries on the African continent.

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Personal references

Comway A/S CEO, Ulrik Böttner,
Copenhagen Elections A/S Former Project Manager, Mr. Søren Breinholt
Ucomposites A/S: CEO, Mr. Jakob Tholstrup
Atea A/S Former Business Director, Mr. Søren Jensen

Work experience

Business Consulting Centella Business Developers ApS – Denmark
07/2009 – d.d Business development & Project Management

Consultant – sourcing and project development specialist

By 2008, I returned Denmark and established myself as a business consultant. Focusing on digital identity projects headed by either the EU as well as the United Nations. In parallel, being involved projects related to recycling and the automotive industry

UN digital projects ATEA A/S – Ballerup Denmark
09/2014– 03/2019 Mobile Digital Biometric Identity project – Africa.

Interim Business Unit Director - Biometric Identity Registration

As the digital id-projects continued to grow, I signed a contract with Atea Europe's second largest infrastructure supplier aiming to grow a new business unit around it in box. Targeting the national identity and election projects.

By the end of 2014, we were awarded our first EU funded elections project in Somaliland, supplying a complete digital system, that would become the first ever fully connected voter registration ever conducted in Africa. The task involved extensive collaboration with more than 20 suppliers, managing logistics, handling customs and financial transactions and securing a timely successful implementation and thorough training of local staff. By 2019 we have supplied over 10.000 mobile biometric kits in some of the harshest areas in Africa.

UN digital projects
05/2011– 12/2012

Copenhagen Elections A/S

Delivering electoral and identity solution to UN lead project in Africa

Digitalizing national identity and elections across Africa.

In extension of my partnership with Comway A/S, I was introduced to Copenhagen Elections. Here I developed a new generation of mobile rugged digital kits, that would enable governments in the developing countries to conduct and manage their identity tasks. In 2010, Copenhagen Elections became the first company to conduct a fully digital voter registration in Somalia.

Recycling – Glass fibre
01/2011– 12/2018

Ucomposites A/S – Bogø Denmark

Recycling of glass fibre textile waste. From zero to Europe's no. 1

Business developer – Automotive Germany

Playing a key role in growing the company from the experimental stage into becoming a markets leading supplier of renewed glass fibres, reaching a volume above 8.000 tonnes of fibres annually. Delivered to the leading key accounts in the German automotive industry.

Digital Markets dev.
07/2009– 12/2010

Comway A/S – Copenhagen, Denmark

Sourcing, brokerage, and distribution of it-hardware

Business development – German market, and Laptop sourcing

As a consultant, I grew the German market into the most profitable expert Market, while in parallel creating a new export business exceeding 3.000 laptops per month, turning the Comway A/S into the largest Dell reseller in 2009.

Former employment

IT sourcing
04/2004 – 12/2009

Maravilla IT GmbH – Berlin, Germany

Sourcing, brokerage, and distribution of A brand IT worldwide.

General Manager and Partner

In 2004, I shifted my life centre to Berlin, and started a digital broker business, sourcing end of life hardware from the German A-brand manufactures. In 2007, I sold most of the shares to Kimbrer Computer A/S, based in Aars Denmark and continued as a general manager in Denmark until 2009.

Telecom
05/2001– 08/2003.

Partner Voxstream A/S, Hamburg Germany

Manufacturer of high-tech telecom routers, and digital private branch exchange systems.

General Manager for the Partner Voxstream branch office in Germany

Identified a group of new customers for the out-facing products in Eastern Europe, and successfully

By 2002 the German office was accounting for more than 70% of the total turnover

Packaging industry
06/2000 – 05/2001

Bilwinco A/S, Skanderborg Denmark

Manufacturer of packaging and weighing equipment for food industry.

Area Sales Manager, stationed in Hamburg Germany

Responsible for the German and Spanish markets. I presented the first results within a short time. However, the job did not match my expectations and leading to a change from the mechanical industry – to the digital.

Telecom & Satellite
08/1997 – 06/2000

Micro Matic Triax A/S, Hornsyld Denmark

Market leading manufacturer of satellite television electronics and antennas, as well as out-door cabinets for the power- and telecommunication industry.

Academy Economist Trainee / Export Sales Manager

Practical part of the Academy Economist study followed by a full-time contract as Export Sales Manager in climatic controlled cabinets for telecom and cable tv.

Dairy industry
01/1993 – 08/1997

APV Ice Cream, Denmark and APV Crepaco, Austin Texas

Multinational supplier of process equipment and complete turnkey solution for the dairy industry.

Mechanical Engineer
2 years

Commissioning Engineer

Supervising the commissioning of ice-cream process-lines world-wide. Traveling + 200 days annually. From this experience I learned to cooperate internationally across cultures at all organisational levels. Developing strong project management skills.

Commercial Engineer
2,5 years
worked

After Sales Manager

Was offered the position as After Sales Manager, as the person in charge was to retire. We worked closely together for over a year. Developed strong selling and negotiation skills, selling large refurbishing projects and negotiating complex guarantee cases.

Tool-making
03/1992 – 01/1993

HV Teknik, Horsens Denmark

Tooling for deep drawing and injection moulding

Toolmaker

Designing and making of tooling for deep drawing and injection moulding items.

PP Extrusion
08/1991 – 03/1992

Reinhold Maschinen und Gerätebau, Osnabrück Germany

Manufacturer of plastic foil-extrusions machines for flexible packaging

Assembly engineer pp-foil extrusion lines

First international experiences. Exploring the German culture and technical competence, firsthand.

Education

2016 – 2020

INSEAD Global Management Programme 3 Modules – Paris France

2016: Leading for Results / 2018: Blue Ocean Strategy / 2020 postponed due to Corona

1997 – 2000

Academy Economist from the Aarhus Business Academy – Aarhus Denmark

Business degree in international sales and marketing

1987 – 1991

Mechanical Engineer at Schur Packaging / Thorsted Maskiner A/S – Horsens Denmark

Leading manufacturer of customized packaging machines and newspaper dispensers.

1977 – 1986

Public school in Raarup, Denmark

IT-competences

Digital skills:

Microsoft Office skills.

Excel: Strong. PwP: Strong: Experience from using Navision and other CRM systems: Average

Language Skills

English

Fluent, oral and writing

German

Fluent, oral and writing

Spanish

Conversational and writing in-formal emails

Other careers and interest

Motorsport

Promoter Super GT – Raceclub ApS

2015 – 2016

Co-founding partner of the Danish Touring Car Championship

Motorsport

Professional racing career – Danish Touring Cars and European Le Mans Series

2012,2013, 2016

Racing with full sponsorship in the national and international series. Finishing 6th in 2012

Real Estate

Maravilla BB and Apartments in Berlin and Espergaerde

2006 – d.d.

Our family runs an apartment house and BB in Berlin as well as in Espergaerde.



January 26th 2016

Endorsement to Centella ApS: Contract and project management in East Africa

To whom it may concern,

Atea had the pleasure of relaying on the contract and project management services delivered by Centella, when awarded the delivery of a sophisticated iris based biometric voter registration solution to Somaliland in 2015, and played a key role in making this worldwide first real-time based biometric iris Identity in system into a success in one of the harshest areas in Africa.

We highly recommend Centella as a loyal and competent partner with the right set of commercial, technical and cultural skills required to complete challenging projects in political sensitive environments.

Best regards
Nils Loewe Larsen
Sales Manager Enterprise

A handwritten signature in blue ink, appearing to read 'Nils Loewe Larsen'.

Atea A/S – Denmark

10 March 2016

The Governing Council

Acting Chair
Matthias Stiefel

Acting Vice Chair
Monica McWilliams

Members
Martin Aked
Alan Doss
Andrew Gilmour
Heidi Grau
Necla Tschirgi

Chair Emeriti
and Special Advisers
Martti Ahtisaari
John A. Kufuor

Director-General
Scott M. Weber

To whom it may concern:

RE: Appreciation for the services of Atea

Interpeace has had the pleasure of working closely with Atea over the last year. As the contracting authority to an extensive supplies contract which provided sophisticated biometric voter registration (BVR) kits, software, and peripherals for the voter registration process in Somaliland, we are very pleased with the performance of Atea to date.

The BVR process in Somaliland is a complex project led by the National Electoral Commission of Somaliland (NEC) and supported by Interpeace. Atea was awarded a competitive supplies contract, following stringent EU rules of procurement, given the EU is the major donor to the project. Interpeace is the contracting authority for the work of Atea and has been impressed with both the capacity and the commitment of Atea. While this has been a first for BVR using iris scanning technology, Atea was able to assemble a world-class team to support the development and delivery of the system and its components. Since the system has been put into operations, Atea has also been able to give strong technical support throughout the rollout, and has supported our efforts to fine tune the system and troubleshoot the challenges.

We are impressed with Atea and would highly recommend them for jobs of this nature in the future. Their capacities in: (i) design and assembly for BVR registration kits; (ii) configuration of the datacenter and security design; (iii) technical consultancy services; (iv) onsite training; (v) project management; and (vi) logistics services were all very commendable.

If you have any questions or concerns about Atea, or the work they carried out in Somaliland, you can contact me directly at mccann@interpeace.org for further clarification.

Sincerely,



Jerry McCann
Deputy Director-General, Operations



Kim Roedkjaer

Emne: Recommendation to Centella

Fra: Jakob Grymer Tholstrup [mailto:jgt@ucomposites.com]

Sendt: 25. marts 2017 09:03

Til: Kim Rødkjær - Raceclub <kim@raceclub.dk>

Emne: Til hjemmeside

As founder of a start-up in the recycling business I have for five years worked with Centella. Centella have been responsible for building up our main automotive market in Germany taking potential customers from initial approach to important key accounts. Kim Rødkjær has done a great job using his unique sales skills and technical understanding and I can highly recommend Centella and Kim Rødkjær to anyone with a sales and logistics challenge.
Recommendation

Jakob Grymer Tholstrup
Founder and Chief Executive Ucomposites A/S

De bedste hilsener / best regards /
Mit Freundlichen Grüßen

Jakob Grymer Tholstrup
Chief Executive

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ucomposites.com



Hedehusene, March 21st 2017

To whom it may concern,

Kim Rødkjær has during the period of October 2016 to February 2017 been hired on a consulting basis by Skydda Danmark A/S as a Senior Business Advisor within sales.

Skydda Danmark A/S is a company within Skydda Protecting People AB (market leader in the Nordic countries within Personal Protective Equipment) responsible for sales and marketing in Denmark. Kim's main responsibility has been to run and support the salesforce in different cases with the purpose of finding new strategic customers for the company. Main contact and reporting has been directly to me. Typical tasks could consist of suggest a number of potential prospects, take the first contact with those different prospects and to arrange and run meetings with the prospects.

During the short time of period, we have already a number of customers to work further with in purpose to close a deal. One case has already paid off in terms of a signed contract.

Kim has during his time in Skydda Danmark been a motivated and loyal partner and is also appreciated among the employees in Skydda Danmark. He has proven to make a huge difference in the success of winning new partners. I would say that Kim has unique skills when it comes to present our company for a new customer in a highly strategic level.

I would like to give my very best recommendation without reservations. Kim's exceptional skills and positive mindset will be a huge asset for you and your company. If you have any questions about the recommendation, please get in contact.

A handwritten signature in blue ink that reads "Paul Fredlund". The signature is fluid and cursive.

Paul Fredlund
Managing Director
Skydda Danmark A/S