

Profile – Jens Kanden

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Jens holds a Bachelor of Science Engineering in Computer Science (1986) from Arizona State University. A semester of additional high level credits yielded the Norwegian Engineering title: Sivilingeniør from NTNU, Norway.

Jens has 15 years of international experience from the computing, media, and Internet industries.

Media

Jens entered the Norwegian Internet media business in 1996 when he joined newly founded digitoday ASA (at that time named Internett Kanal 1 AS) as a consultant. He helped launch Norway's premier news service for the computing, telecom and media industries, www.digi.no, in the summer of 1996 and later joined the company on a permanent basis, rising in rank becoming the editor-in-chief in 1997 and later the CEO.

Management and business turn around

During the spring of 1998, the Board and owners dissatisfied with the performance of digitoday (formerly Internett Kanal 1 AS), hired Jens as the new CEO. He immediately instituted a cost cutting program, eliminating none core activities, reducing head count as well as elevating the focus on sales. Early 1999, Jens led a management buyout and later that year completed the turn around of the company increasing sales from NOK 5,7 in 1998 to NOK 11,3 million in 1999, while turning a loss of NOK 9,1 million in 1998 into a loss of NOK 1,2 million in 1999. Summer 2000, he led the building of the digitoday group, becoming the CEO of a group consisting of a holding/management company, digitoday ASA, and operational companies digitoday Norway AS, digitoday Finland OY, and digitoday Sweden AB respectively.

Entrepreneurship and management

Prior to his entry into the Internet media field in the Nordic region, Jens spent more than a decade abroad, mostly in the United States in various sales, marketing and consulting positions, as well as completing his computing degree. Most notably he launched a computer component distribution company in Los Angeles in 1991, serving computer importers and distributors all over Europe. As the founder and CEO, he managed to build the company from nothing in 1991, to a point where, at its peak in 1993/1994, the company had an annualized turn over of NOK 25 million, employing nearly 10 people.

Consulting

Upon completing his education and his first job in 1987 as a systems consultant, he founded his own consulting company Kanden Enterprise in 1988, to be used as a vehicle for helping Norwegian and international clients. Clients include a web media company where he help in the preparation and launch of a market leading web news service – later joining the company on a permanent basis. Another client was a Norwegian software company where he assisted in the introduction of the company's products in the US market. He helped a Norwegian computer dealer professionalize its mail order operations – doubling its sales, and a Norwegian PC distributor where he build a computer component division. He also assisted a US sporting goods and clothing company with a chain of stores in Norway where he implemented store front point of sale systems as well as computerizing back office systems.

Curriculum Vitae - Jens Kanden

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HIGHER EDUCATION

- 1986** **Arizona State University**, Tempe, Arizona, USA
Bachelor of Computer Systems Engineering + an extra semester of higher level credits yielding the Norwegian title of Sivilingeniør from NTNU, Norway
- 1983** **Universitetet i Oslo**, Oslo, Norway
Examen Philosophicum

PROFESSIONAL EXPERIENCE

- 2001 -** **HandsOn AS (International consulting company) Norway. Co-founder/Partner.**
- 1996 - 2001** **digitoday ASA (Web based news organization.) Norway. CEO.**
Helped launch the market leading web service, digi.no. Rose in rank to become editor in-chief in 1997, and CEO in 1998. Engineered a management buyout in early 1999, making digi.no one of the first profitable web news services. Led the Nordic expansion of the company in 2000, creating a holding/mngt. company and operative companies in Norway, Finland and Sweden.
- 1994 - 1995** **Santech GmbH (Computer distributor) Germany. Purchasing Director.**
With an annual purchasing budget of DEM 12 000 000 and as part of the upper management team, helped build a network of German, Asian, and US suppliers.
- 1991 - 1994** **Abatec (US Computer Distributor) Los Angeles. Founder/CEO**
Founded the company, an international distributor of computer components, with a monthly turn over of NOK 2 million and 8 employees in 1993/1994. Build a European network of importers and distributors, and a corresponding supplier network in the US and Asia.
- 1991** **Dr. Mac (Apple mail order company) Los Angeles. International Sales Director.**
Built the international sales of Apple Macintosh related computer equipment from a level of USD 100.000 a month to a level of USD 220.000 a month.
- 1990** **Genitec (PC distributor) Los Angeles. Product manager**
Led the sales of a local PC brand, increasing monthly sales from 200 to 475 PCs.
- 1988 - 1996** **Kanden Enterprise (Management consulting company) Norway/USA Owner/CEO.**
Clients include norwegian software maker, Orbit Creative Computing AS (acting US Marketing manager, helped implement the US marketing plan.; Noxxon Trading a small US clothing distributor with Norwegian stores (acting IT consultant, implemented store front and back office computer systems), ACP AS (acting sales manager, doubling sales) and ICT Perinet AS (aquired by Merkantidata ASA, helping build a memory distribution division).
- 1987** **Alf G. Johnsen AS (Systems Integrator) Norway. IT manager.**
As IT manager, organized, improved and quality tested the internal 90-user Unix network. Assisted customers in evaluating the quality of their computer security systems.