



# Thomas Jensen

## Global Business Leader & Non-Executive Board Member

Copenhagen, Denmark  
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## JOB EXPERIENCE

**Milestone Systems A/S** CEO 2020 – Present Denmark

**Bechtle AG** Executive Vice President 2018 – 2020 Barcelona, Spain

**HP** Head of Worldwide Channel Sales & Strategy (2015 – 2018)  
Vice President, Head of Channel Separation (2014 – 2015)  
Vice President, WW Channel Sales & Strategy (2013 – 2015)  
Director & General Manager, Denmark (2011 – 2013) 2013 – 2018 Palo Alto, CA, USA

**Storewars** Facilitator EMEA (freelancer) 2011 – present EMEA

**Vestas** Global Sourcing & Procurement Director 2010 – 2011 Aarhus, Denmark

**TJ Leadership** Consultant & Interim Manager (Owner) 2008 – 2011 Copenhagen, Denmark

**Maersk Line** Head of Strategy & Communication 2007 – 2008 Copenhagen, Denmark

**HP EMEA** SMB Sales Manager, Supplies EMEA (2004 – 2006)  
Nordic Commercial Sales & Marketing Mgr. (1999 – 2003) 1999 – 2006 Copenhagen, Denmark

## BOARD EXPERIENCE

**PS Finland Oy** Non-Executive Board Member 2018 – Present Helsinki, Finland

**Global IT Alliance – GITA** Chairman of the Board 2018 – 2020 [www.gita.com](http://www.gita.com)

**Channel Institute** Industry Advisory Council 2017 – Present Palo Alto, USA

**noHold AI** Special Advisor 2016 – Present Milpitas, USA

**Children's Aid Foundation** Non-Executive Director (2009 - 2011)  
Advisory Board (2008 - 2009) 2008 – 2011 Denmark

**TimeOut** Advisory Board 2007 – 2009 Copenhagen, Denmark

**Letz Sushi** Advisory Board 2006 – 2009 Copenhagen, Denmark

## LIFE APPROACH

*“Perception is reality”*  
*“Communication is king”*

## MOST PROUD OF

- HP separation**  
Led the separation of HP's channel business
- Business Turn-around**  
Restructured/consolidated HP Denmark to growth
- Employee engagement/satisfaction**  
30+% improvement during reorganization of HP
- Contributing to society**  
Served on NGO board and supporting HP's CSR
- Global IT industry leader recognition**  
#8 – Top 25 Channel Sales Leader List (CRN 2016)

## STRENGTHS

**Leadership** **Strategy & Execution** **Entrepreneurial**  
**Change Management** **Communication** **Optimistic**  
**Business Transformation** **Outsourcing** **Digitization**  
**Extrovert/Open-minded** **Globalization** **Goal-Oriented**  
**Sales Leadership** **Sales Optimization** **Authentic**

## EDUCATION

**Advanced Retail Strategy Program**  
UCLA Anderson Executive Education  
2016 Los Angeles, USA

**Executive Board Programme**  
INSEAD  
2011 Fontainebleau, France

**M. Sc. International Business Economics (1998)**  
**B. Sc. Business Economics (1996)**  
Aalborg University  
1993 - 1998 Aalborg, Denmark

## LANGUAGES

**Danish** Native **English** Fluent **Spanish** Beginner  
**Scandinavian** Written & Spoken **German** Intermediate