

# JONAS KJELLBERG

Digital Transformation Speaker, Co-Creator of Skype, Author, and Investor

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- Co-creator of SKYPE and was its managing director from 2003-2007
- Lectures at Stanford University and Stockholm School of Economics on the topics of entrepreneurship and how to create a winning sales culture
- His talks focus on how product, sales and profitability must interact in order to create a successful business
- Has served as CEO and founder of Campuz Mobile (acquired by Vodafone) and Optimal Telecom, (part of Tele2)
- Founded Player.io, which sold to Yahoo, and was Chairman of the board of iCloud, which sold to Apple

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Jonas Kjellberg is a co-creator of SKYPE and was its managing director from 2003-2007.

A serial entrepreneur, he has served as CEO and founder of Campuz Mobile (acquired by Vodafone) and Optimal Telecom, (part of Tele2), and been vice president of Bertelsmann for Lycos Europe, CEO and partner of Wyatt Media Group, and head of the online business area for Investment AB Kinnevik. He also founded Player.io, which sold to Yahoo, and was Chairman of the board of iCloud, which sold to Apple.

When not running companies, Jonas lectures at Stanford University and Stockholm School of Economics on the topics of entrepreneurship and how to create a winning sales culture.

Jonas talks focus on how product, sales and profitability must interact in order to create a successful business. Organizations today face new demands as customer satisfaction is becoming more and more transparent with users increasingly sharing their experiences.

When not lecturing, Jonas is an avid investor and coaches entrepreneurs through BCG Digital Ventures, a corporate investment and incubation firm, and his company Gear Up Ventures, which implements the innovation and entrepreneurship model set out in his book Gear Up.

In addition to co-authoring Gear Up: Test Your Business Potential and Plan Your Path to Success, he has co-authored Gear Up: Bring Business Opportunities to Life and Business Creation. He is currently working on two new books about Social and Creative Entrepreneurship.

Jonas has a MBA from Uppsala University and an engineering degree from the Royal Institute of Technology in Stockholm

## TEMAS

- Competitiveness
- Entrepreneurship
- Innovation

- Management
- Sales
- Technology

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## PROGRAMAS

**Managing Digital Transformations, Disruption, and Innovation**

In this talk, Jonas Kjellberg speaks about the disruptors or “game changers” who are re-making the world of business around us. In this engaging and interactive talk, he challenges the game changers in the audience to tell him he’s wrong and to contribute to the discussion.

**Social and Creative Innovation: New Business Models for a New Generation**

In this talk, Jonas Kjellberg speaks about what kind of innovative thinking is needed for success and why some good ideas and companies make it while others do not.

**Business Creation, Growth, and Success**

In this talk, Jonas Kjellberg outlines the process of business creation based on his book Gear Up: Test Your Business Potential and Plan Your Path to Success. Entrepreneurs, Intrapreneurs, and everyone in between will learn how to transform their business idea into a high potential venture.

**A Comedy of Errors: VC’s, The Tech World, and the many Failures that Lead to My Success**

In this talk, serial entrepreneur Jonas Kjellberg describes the lessons learned from his many startups, failures, and eventual successes that defined his career during the dotcom boom and beyond. He details the ups-and-downs of the industry as well as his experience from Campuz Mobile (acquired by Vodafone) to his success with Skype.

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## PUBLICACIONES

Libros




GEAR UP

## CONDICIONES

- **Travels From:** Sweden
- **Fee Range:** Please Inquire