

Jonas Kjellberg

Co-founder of Skype & Founder of Nornorm

CSA CELEBRITY SPEAKERS

Jonas Kjellberg is a digital transformation expert and is the co-creator of Skype where he worked as Managing Director, helping generate 90 percent of their revenue stream. Jonas is the Founder of NORNORM, a fully Circular, Subscription based furnishing Service, with IKEA as largest investor. Jonas also runs Gear Up Ventures, a company that focuses on implementing the innovation and entrepreneurship model set out in his book Gear Up.

Born Global - Good Ideas Have No Boundaries

In detail

A serial entrepreneur, he has served as CEO and founder of Campuz Mobile (acquired by Vodafone) and Optimal Telecom, (part of Tele2). Jonas has also 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. Jonas earned an MBA from Uppsala University and an engineering degree from the Royal Institute of Technology in Stockholm. He is a lecturer at Stanford University and Stockholm School of Economics where he lectures on entrepreneurship and how to create a winning sales culture.

What he offers you

Jonas advises business leaders from a wide range of businesses in developing their sales strategies and in creating a winning sales culture to face new customer demands. In his presentations he explains the fundamental understanding for how product, sales and profitability must interact in order to create successful businesses. Jonas analyses what kind of innovative thinking is needed for success and why some good ideas and companies made it while others did not.

How he presents

The combination of academic knowledge and real-life experience make Jonas Kjellberg a sought after commentator at conferences around the globe.

Topics

- Entrepreneurship
- Innovation
- Digital Disruption
- How to Transfer Ideas into a Successful Venture
- How to Create a Winning Sales Culture
- Business Creation, Growth and Success
- VCs and the Tech World
- The Story of Skype

Languages

He presents in English and Swedish.

Want to know more?

Give us a call or send us an e-mail to find out exactly what he could bring to your event.

How to book him?

Simply phone or e-mail us.

Publications

2014

Gear Up: Test Your Business Model Potential and Plan Your Path to Success (with Lena Ramfelt and Tom Kosnik)

2011

Gear Up, Your Best Business Idea Ever (with Lena Ramfelt and Tom Kosnik)