

Business address

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Personal

Date of Birth: 8 March 1965
Civil status: Engaged
Citizenship: Swedish

JOHAN ENOCSON

BUSINESS EXPERIENCE

Business owner with experiences from both big corporations and small start ups.

27 years' of work experience whereof 10 years abroad working as CEO, sales & marketing manager, supply manager and management consultant. In addition to being an entrepreneur I also have a broad industry background and experience in financing, strategy, manufacturing and business development.

2002-

CEO and Founder, Active Invest Sweden AB (Sweden)

The group consists of Spaljisten AB which is an IKEA's furniture supplier with 150 employees, Anebyhusgruppen AB who is a house manufacturer with over 100 employees, Träaktiebolaget KG-List who is market leader in edge glued solid wood panels with 25 employees and Neoproteomics AB which is a Cancer diagnostic R&D company with 6 employees. In addition there are a few other smaller companies and minority investments giving the group a total turnover of about €110 million per annum.

2000 - 2001

Chief Executive Officer, Runaware group (USA/Sweden)

A start-up IT company with 27 employees with offices in USA, Canada, England and Sweden. I raised \$ 4.5 million for this high-tech company and took it through the IT-crisis and it is now a listed company..

- Achieved market leadership, in one year, with a market share 10 times bigger than competition.
- Recruited an international management team and opened 5 offices in 4 countries in 6 months.
- Established revenue generating strategic partnerships with players like, Citrix, Corel, Compaq, etc..

1999 - 2000

VP Sales & Marketing, ABB T&D Management Ltd (Switzerland)

Responsible for the global marketing and sales of distribution transformers, with an organisation of 850 sales people in 140 countries achieving \$ 1.1 billion revenue from 37 plants and 5500 employees.

- Increased market share from 14 % to 18 % and doubled gross margins in 15 months.
- Implemented an internet based sales and order handling system on a world-wide basis.
- Created a key account management function with a revenue potential of > \$ 150 million p.a.

1996 - 1998

Project Manager, ABB Management Consulting (Germany)

Managed a variety of consulting projects in all areas from production, sales, procurement in addition to being responsible for the company's Centre of Competence in supply chain management.

- Achieved \$ 200 million profit improvement working on a major international turnaround project.
- Implemented a new storage system improving production by 15 % and handling costs by 40 %.
- Member of ABB's international "high potential" management development program.

1994 - 1996

Supply Chain Manager, ABB Flexible Automation (Germany)

Responsible for the manufacturing and logistics departments in three locations. Managed four departments with 30 employees (incl. 3 managers) and an annual supply budget of \$ 45 million.

- Reduced product cost by 29 %, inventory costs by 30 % and throughput time by 65 % in two years.
- Changed the working approach and attitude of my departments from reactive to proactive.

1990 - 1994

Project Purchaser, ABB Power Systems (Sweden)

Responsible for a supply budget of \$ 17 million including the procurement from international suppliers.

- Identified a business opportunity serving a potential market of \$ 50 million with a new product idea.
- Created a new purchasing system and long-term partnership agreement

1989 - 1990

International Trainee, ABB Asea Brown Boveri (Sweden and Germany)

This highly regarded initial placement gave me the opportunity to gain an international overview of different ABB companies and roles as well as build a valuable personal network.

EDUCATION

1998 **MBA, IMD (International Institute for Management Development)** Lausanne, Switzerland

1985 - 1989 **BSc in business, economics and marketing** Uppsala University, Sweden

MILITARY SERVICE

1984 - 1985 **Second Lieutenant, Ranger Forces School for Officers (K 3)** Karlsborg, Sweden

LANGUAGES

German, English, Swedish (*fluent*); Spanish (*basic*).

INTERESTS

Racket sports, jogging, skiing, golf, yachting, travelling, history and architecture.

MEMBERSHIPS

YPO (*Young Presidents Organization*), FBN (*Family Business Network*), Rotary.