

CV: Søren Mølby Henriksen, Associated partner

Specialties: Procurement, Innovation, Sustainability, Digitalisation, Sales/Relationship Management and Business Development



SØREN MØLBY HENRIKSEN

Associated partner

Strategic and tactical advice on leading projects and change management focusing on digitalisation and business development by bridging procurement, innovation and sustainability

Associated partner with Faarup & Partners A/S, 2019 – now

Søren focuses on enabling the procurement team to succeed to a degree, where the procurement persons achieves a seat at the table of the top-management and thereby contribute to top- as well as bottomline growth in a sustainable way. He carries a deep knowledge, competency and experience in hands-on as well as strategic use of disciplines within procurement, innovation, sustainability, digitalisation, sales/rel.ship.mgt. and business development.

- **30+ Y from the Finance Sector of which 13 Y (2004-2017) as IT Procurement Director for Nordea and Danske Bank**
- **Speaker and Thought Leader on Sustainable Procurement & Business as well as the Future of Procurement**
- **Board Work:** Chair of the Advisory Board at Holmgaard Management, Chair of the Board for FDF Mosede 2011-17 (voluntary) and part of Advisory Board for BrainCare, BusinessPlanner.IO, Fountain House, Airport Solutions and BrandPit
- **Networks:** VL53, Rotary CPH North, CPH Basket, ASNET
- **Banker of Trade and HD for Accounting (1995 – bachelor level)**



Sales, Innovation, Procurement & Business Development

Senior Relationship Manager 1997-2004 for IT - & Telco corporates in the Nordics and CEO for Nordea's Growth Fund 2001-2004 and developed an innovationconcept targeting start-ups..

Established and developed IT Procurement 2004-2010 into a businessoriented procurementpractice and led the negotiations on IT- & Outsourcing agreements with suppliers, i.e. IBM, HP, Microsoft, Oracle, TDC m.fl.



Procurement, Innovation, Digitalisation & Business Development

Established and developed IT Procurement into a businessoriented and digital procurement practice yielding yearly savings of EUR 25-100m. Created Procurement Innovation, enabling Danske Bank to increase topline and in general ringfencing corporate clients within the SMB segment. With this initiative the Procurement team transformed into becoming innovative and businessoriented.



Procurement, Innovation & Sustainability

Since 2017 running the partner-led consultancy, ProVations, with a key focus on delivering digital solutions within procurement, vendor & risk management and sustainability as well as advisory for procurement wrt negotiations, establishment of the procurementpractice, development of procurement strategies etc.

Most recently established, Sustainable Procurement, with an even stronger focus on the delivery of the digital solutions mentioned above.