

# EUROPEAN TECHNOLOGY SUMMIT



**Jonas Kjellberg**

Founding Partner  
Skype

 @jonaskjellberg

As one of the founding partners of Skype, Jonas Kjellberg was part of one of the internet's biggest businesses - a simple, innovative idea that has gone on to revolutionise and disrupt the telecommunications sector.

Having worked with Janus Friis and Niklas Zennström on the management side of Skype, Jonas eventually became VP of Global Sales and MD. Since the sale of Skype, he has worked extensively advising other start-ups as well as consulting and starting his own businesses.

As a speaker, as well as lessons from the Skype story, Jonas addresses all aspects of contemporary business both in the tech sector and elsewhere. From the specifics of sales, product, innovation, culture and growth, to broader examinations of the business climate and entrepreneurialism.

Jonas was CEO and founder of Campuz Mobile, and Optimal Telecom, part of Tele2. He has also served as vice president of Bertelsmann for Lycos Europe and CEO of Wyatt Media group.

He lectures at Stanford University on sales cultures and how to bring product sales, profitability and the whole company together.

He is the co-author (with business academics at both Stanford and Stockholm universities) of Gear Up which looks at growth strategy within businesses, especially how tech companies deal with rapid expansion and scaling, and also Business Creation, a guide for new businesses and entrepreneurs to test the durability of their business models.

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