

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s)	First name(s) Surname(s) Karen Thorsted Hamann
Address(es)	15, Agiltevej DK 2970 Horsholm. Denmark
Telephone(s)	+45 40 84 05 82
Fax(es)	
E-mail	karen@ifau.dk
Nationality	Danish
Date of birth	Aug. 15, 1967
Gender	Female

Work experience

Dates	2008: Management buy-out of IFAU 1998: Director of IFAU 1996: Junior researcher in IFAU
Occupation or position held	Managing Director and Senior Researcher in IFAU ApS

Main activities and responsibilities	<p>Project management. Project development. Business development. Applied research within value chains, marketing, competitiveness, certifications, technologies, and innovation in global food and agribusiness. Evaluations of policies (CAP, markets, trade, environment, rural development), certification schemes, and economic analysis. Research about the agricultural sector, food industry and agribusiness, consumer markets, and the bio-economy. Data collecting, interviews, surveys, research and analysis, matchmaking, conferences. Projects for companies, institutions and consortia in Denmark and EU. Projects for EU, FAO and UNIDO, and for Danish NGOs and Government.</p> <p>Examples of EU funded projects are: Transition Paths to Sustainable Legume-based Systems in Europe (TRUE), H2020, 2017-2021 Enhancing the Innovativeness of food SMEs through management of strategic network behaviour and network learning, FP7-project, 2010-2014 Evaluating the impact from a tax on sweets and soft drinks on the food industry in Finland. Subcontract in a project for the EU Commission, 2014 Assessing the competitiveness of PGI products vs. conventional products. Subcontract for DG Agriculture project, 2013 Identification and definition of the innovative technologies in the areas of food production, ingredients, processing and packaging that may impact EFSA's work in the medium and long term. For EFSA, 2010-2011 European Network for Financing Innovation, ENFFI, FP6, for DG Enterprise 2006-2008 Evaluation of the CAP for Denmark, subcontract for DG Agriculture, 2007 Certification Schemes in the Nordic EU Countries, subcontract for DG Agriculture, 2007 and 2009 Evaluation of the Bio-energy Sector in Finland, subcontract for DG Agriculture, 2006</p> <p>Other projects: Assessing the impact of publicly funded networks on rural development, entrepreneurship and SMEs in Central Denmark. 2014, for Danish Regional Government.</p>
Name and address of employer	IFAU Institute for Food Studies & Agri-Industrial Development ApS 15, Agiltevej. DK 2970 Hoersholm, Denmark
Type of business or sector	Private company (ApS) in the field of applied research – global food, agribusiness and biomass
Education and training	
Dates	1996: M. Sc. (Agric.)
Title of qualification awarded	Master's degree
Principal subjects/occupational skills covered	<p>Subjects: Market development – food and agricultural products, and bio-based non-food products The value chain for food products and for the bio-economy Certifications, labels, brands, and organic food Food and agro industries' competitiveness Economic analysis International trade and food distribution systems Innovation – products, ingredients, and technologies Consumer behaviour Policy evaluations and recommendations at national and EU levels Strategic work, marketing, entrepreneurship and business development</p> <p>Research carried out about all subsectors of the agro food industry: meat, poultry, seafood, dairy, fruit and vegetables, bakery, drinks, oils and fats, processed food, and ingredients, packaging materials, and processing equipment. Hereto should be added agribusiness and non-food related farm activities. Other research topics are certification schemes and quality systems, food safety and technologies, biomass and value-added compounds, open innovation and networks.</p> <p>Occupational skills: Literature reviews. Data collection. Analysis based on qualitative and quantitative data. Value chain analysis. Evaluations. Questionnaires and surveys. Interviews. Presenting results to industry, authorities and academia in presentations, papers, and reports. Setting up and managing projects. Stakeholder involvement. Toolbox development. Managing a network. Building international relations for projects and business development. Implementing results.</p>

Name and type of organisation providing education and training | The Royal Agricultural University in Copenhagen (Today University of Copenhagen)
University degree supplemented by attending numerous food relevant conferences in Denmark and EU.

Level in national or international classification | University level. Expert Category II

Personal skills and competences

Mother tongue(s) | **Specify mother tongue** Danish

Other language(s) | Good understanding, reading and speaking of Swedish and fair reading of French

Self-assessment
European level ()*

English Language

German Language

Understanding		Speaking		Writing			
Listening		Reading		Spoken interaction		Spoken production	
	C1		C1		C1		C1
	B2		B2		B2		B1
							A2

(*) [Common European Framework of Reference for Languages](#)

Social skills and competences | Dedicated team player, but can also work individually
Experience as team leader / project manager
Good at building bridges between project participants
Creative and good at motivating a team
Interact and speak easily with new business contacts and project participants

Organisational skills and competences

Project development and project management
Teamwork
Business meetings
Building networks
Organisation of matchmaking events, conferences and seminar
The above mentioned competences are acquired during more than 15 years of experience as a researcher, analyst, project manager and director of IFAU.

Computer skills and competences
Driving licence

Experienced user of MS Office (word, excel and power point).
Driving licence for car, category B

**Selected references for Karen Hamann,
The Institute for Food Studies & Agro industrial Development IFAU ApS**

- ❑ Introducing peas and faba bean flours and flour mixes into the Danish and German markets. Subcontract to the ProBio H2020project, October 2016
- ❑ Reaching B2B customers with a selection of healthy bread in Denmark and Germany. Recommendations for market entry strategies. Subcontract to the ProBio H2020project, October 2016
- ❑ Commercial Opportunities in organic Grass Protein as Feed for Organic Layers. Presentation at the OrganoFinery workshop, May 2016
- ❑ The chain of “Landmad” shops – Analysis of the Implications for Growth and Development by its Suppliers. For Regional Government of Central Jutland, Denmark, 2016
- ❑ The market for protein enriched soup in Denmark, Sweden, Germany and France. For Danish company, 2015
- ❑ The role of the food ingredient industry for a sustainable and resource efficient food processing industry. For Ingrediensforum, (Confederation of Danish Food Industry), 2015
- ❑ Monitoring the implementation of good trading practices in the food supply chain – Case study about the implementation a national platform for the Supply Chain Initiative in Finland. Subcontract for Areté, commissioned by DG Enterprise, 2015
- ❑ Evaluating the consequences of imports on a local value chain – the case of Danish pig meat to the Australian market. Prepared in collaboration with Prof. Garry Griffith and Dr. Stuart Mounter, University of Melbourne and University of New England, Australia, 2015
- ❑ Opportunities for Danish producers of organic food in the German private label market. For Bio aus Dänemark, 2015
- ❑ Innovation in artisanal ice cream – a trend study. For Danish company, 2015
- ❑ Competitiveness of the Danish and Dutch pork production. For Federation of Danish Food Industry Workers, 2015
- ❑ Evaluation of four Danish food networks and impact on rural development policies. For Danish Regional Government, 2014
- ❑ Evaluation of the sweets tax in Finland – case study completed for an evaluation of the food tax schemes in the EU. 2014
- ❑ Food technology in Denmark – Core competences and innovative technologies. Prepared for Confederation of Danish Industries, 2014
- ❑ A toolbox for improving food sector networks' performance. Prepared in the Netgrow project, FP7 project, 2014
- ❑ Electronic tools for improving food production in institutions – a stakeholder analysis. Prepared for a Danish consortium, 2014
- ❑ PGI Carrots in Denmark – assessing the economic competitiveness of PGI products vs. conventional products. Case study prepared as subcontract for an evaluation of PGI/PDO products for DG Agriculture, 2013.
- ❑ Opportunities in the South African poultry industry from farm to fork. Prepared for a group of Danish companies. 2013
- ❑ The global market for infant formula. Prepared for a Danish company. 2013
- ❑ The Danish Food Ingredients Industry – Growth, innovation and companies. Prepared for Ingrediensforum (Confederation of Danish Food Industry). 2013.
- ❑ How to export organic food to Germany, Netherlands and Belgium. A capacity building project conducted for Danish producers (SMEs) of organic food. 2012.
- ❑ Food sector networks in Canada and New Zealand – Benefits and barriers to innovation. Presentation for the WiCaNem conference, Wageningen, 2012 (Based on research conducted in the Netgrow FP7 project)
- ❑ Innovative products and future value chains – how to develop the global blackcurrant industry targeting food and non-food opportunities. Presentation for IBA conference, Dundee, 2012

- ❑ Trends in the global grains industry – major drivers and opportunities for improved quality assurance. Presentation for the International Grain Network, Scotland, 2012
- ❑ Applicable tool and data gathering template for network performance measurement. Prepared in the Netgrow project, FP7 project, 2012
- ❑ Innovation trends in the European dairy industry – health, convenience and beauty foods. Presentation prepared for the University of Copenhagen, 2012
- ❑ Trends in the German food service market – market opportunities for Danish exporters. Prepared for a group of food processing companies. 2012
- ❑ Networks in the Danish food sector. Profiles, innovation and SMEs. Prepared in the Netgrow project, FP7 project, 2011
- ❑ The German market for organic sweets, chocolate and soft drinks. Prepared for a group of Danish SMEs. 2011
- ❑ Investigating the global market potential for a new biotechnology for enhancing food safety of poultry products. Prepared for an international research consortium, 2011
- ❑ How to reduce the risk of food allergens in the food service market. Training material prepared in collaboration with the Danish Federation for Allergy and Asthma, Technical University and the Hotel and Restaurant Education Centre, Copenhagen, 2011
- ❑ Food sector networks in New Zealand, Brazil, USA and Canada – Research on best practices, innovation and knowledge transfer. Prepared in the Netgrow project, FP7 project, 2011
- ❑ Network Performance Indicators. Prepared in collaboration with University of Gent and Teagasc (Ireland). Prepared in the Netgrow project, FP7 project, 2011
- ❑ The European Red Meat Industry – Present state and factors shaping the industry. Prepared for the organisation EFFAT, 2010
- ❑ Identification and definition of the innovative technologies in the areas of food production, ingredients, processing and packaging, that may impact EFSA's work in the medium and long term. Prepared for EFSA in collaboration with IBF International Consulting, 2010
- ❑ Building competences in small-scale producers of dairy products – Strategies for market entries for products made of goat milk. Report and coaching seminar. Prepared for a network of Danish SMEs, 2010
- ❑ Identification of meat processing companies in Argentina. Prepared for a company, 2010
- ❑ Food certification schemes in Denmark, Finland, Sweden, the Netherlands and Belgium, for DG Agriculture, 2010 (subcontract)
- ❑ The European market for a novel feed ingredient for cattle production. Prepared in a Danish research project, 2010
- ❑ The global market for natural flavours – where is the South American market heading. Prepared for a company, 2010
- ❑ Outlining a global marketing strategy for blackcurrants. Presentation for the International Network of Blackcurrant growers and processors IBA. France, 2010
- ❑ The Danish Quick Service Food Market. Prepared for a group of companies, 2009
- ❑ Strategies for entering the food service market in Hamburg – Analysis for the SME network Bio Aus Dänemark, 2009
- ❑ Food service in Finland, Sweden and the Baltic countries – market structure and entry strategies emphasising cafés and coffee shops. Prepared for a group of companies, 2009
- ❑ Emerging food technologies and innovations in the food sector and Investors' Interests, Prepared for the European Network for Financing Food Innovation, ENFFI-Consortium, for DG-Enterprise, 2008
- ❑ Food technology from Denmark – Danish technology in a global perspective. Prepared with financial support from Karl Pedersens & Hustrus Industrifond, 2008
- ❑ Food service in the Netherlands – new concepts and market opportunities. Prepared for a group of companies. 2009
- ❑ The global market and competitive situation for lactic acid as solvents. Prepared for a company. 2008

- ❑ The Scandinavian market for healthy drinks made from berries (blackcurrants, acai and other dark berries). Prepared for the Danish Ministry of Agriculture and a group of companies, 2008
- ❑ Comparative analysis of four clusters emphasising innovation and growth – Food Valley, Region Midtjylland, Food Cluster Finland and Biotech München. Prepared for Region Midtjylland, 2008
- ❑ The European Food Sector – Specificities, innovations and access to financing. Prepared for the European Network for Financing Food Innovation, ENFFI-Consortium, for DG-Enterprise, 2007
- ❑ Strategies for the development of the Fruit and Vegetable sector in Denmark, for the Danish Agricultural Council and the Network of Danish berry growers, 2006
- ❑ Study on implementing the energy crops CAP measures and the bio-energy market. Case study about Finland and reed canary grass. Subcontract to a study conducted for DG Agriculture. 2006.
- ❑ The North European market for preserved vegetables. Prepared for a company, 2006
- ❑ Pig Production and the Meat Industry in Ukraine. Joint export promotion activities for group of companies in the Danish pork industry. For Danish Ministry of Foreign Affairs, 2006
- ❑ The Canadian market for functional food. Presentation prepared for a group of Danish companies, 2005
- ❑ Certification and Quality Assurance Schemes in Denmark, Sweden and Finland, subcontract to EU-project, DG Agriculture, 2005
- ❑ Production trends in hospital meals in Denmark. Prepared for a group of companies, 2005
- ❑ The competitiveness of the 12 largest pork meat companies in the World: Europe, North America and Brazil. Prepared with financial support from Norma and Frode Jacobsens Foundation, 2005
- ❑ The Scandinavian market for juice, jam and marmalade. Prepared for a company, 2005
- ❑ The Danish Berry Sector – Strategic Analysis and Policy Recommendations, for Danish Berry Association, 2005
- ❑ Functional Food in the Øresund Region. Prepared for Region Skåne, 2005
- ❑ Powdered milk – production and packaging in Argentina, Chile and Brazil. Prepared for a company, 2005
- ❑ Core Competences in Vesthimmerland – a strategy for regional development. Prepared for four local authorities in Denmark, 2004
- ❑ The meat industry in Poland, Hungary and Czech Republic. Report prepared for Danish companies and Ministry of Foreign Affairs, and extended with a export promoting event between Danish exporters and local meat processing companies, 2004
- ❑ The market for corned beef in South America, South Africa and selected Asian countries. Prepared for a company, 2004
- ❑ Matchmaking event between Danish and British food processing companies, conducted for the Midlands Enterprise organisation and the British Embassy in Denmark, 2004
- ❑ Why Denmark – Denmark as target market for food sector investments. Prepared for Invest in Denmark, 2001
- ❑ Øresund Food Excellence – Food, innovative products and technologies, prepared for Invest in Denmark, Invest in Sweden, Copenhagen Capacity and Region Skåne, 2000