



**19yy-yy-yy**  
**Dons, Casper**

Fra LinkedIn (2015), connections: 468  
Commercial Contracts Manager at  
Aviator Denmark  
Copenhagen Area, Capital Region,  
Denmark  
Airlines/Aviation



### **Summary**

I strive to contribute with my competencies in combining law and economics, focusing on adding value for both supplier and customer when negotiating and contracting services. I believe in data driven analysis and in contracting on the basis of a partnership mindset instead of a divided supplier/customer way of thinking. I place weight on my analytic abilities, and my self-supported and structured work approach. By nature I'm dedicated and passionate about the work I undertake.

Specialties: Contract Management, Contract Negotiation, Contract Drafting and Project Management

### **Experience**

#### Commercial Contracts Manager

Aviator Airport Services Denmark A/S

April 2013 – Present (1 year 10 months)Copenhagen Area, Capital Region, Denmark  
Responsible for all sales and commercial aspects of Aviator Denmark's aviation activities

Responsible for negotiation and contracting, including price/cost calculations

Responsible for coordinating Aviator linked contracts with the Aviator CCO

#### Corporate Assistant

Aviator Airport Services Denmark A/S (Novia Danmark A/S)

February 2011 – April 2013 (2 years 3 months)Copenhagen Area, Capital Region, Denmark

Contract Drafting and Negotiation, Customer Relations, Contract Management, Legal Services, Quality Assurance of Contracts, IATA SGHA, Project Management

#### Head of Section

The Danish Agency for Governmental Management

March 2009 – February 2011 (2 years)Copenhagen Area, Capital Region, Denmark

The States procurement office (Statens indkøb)

I worked as both contract manager and as project manager of EU tenders. The States procurement office (Statens indkøb) is responsible for the State's procurement programme which focuses on efficiency in public procurement (mainly the states).

Legal Counsel (Jurist)

Capinordic Bank A/S

October 2008 – February 2009 (5 months)Copenhagen Area, Capital Region,  
Denmark

As Legal counsel I did various legal tasks both internally in the Bank and externally, including drafting contracts and quality assurance of contracts.

Assistent Contract Manager

Carlsberg IT A/S

February 2006 – September 2008 (2 years 8 months)Copenhagen Area, Capital  
Region, Denmark

As assistant contract manager I assisted in consolidating Carlsberg's software licenses in the European affiliates, performed software compliance checks, and consolidation of contracts and helped with the construction of a contract registrar. As the only assistant contract manager in the contract management department I got the chance to work independently on a broad range of projects and assignments.

## **Education**

Handelshøjskolen i København

Master of science in Business Administration and commercial law (Cand.merc.jur)

2002 – 2008

My master focused on – contract law and contractual economics, contract negotiation and contract drafting and Distribution and intermediaries in Europe.

Master's Thesis:

Multimodal Transport - A Law & Economics Analysis of International Multimodal Carriage of Goods by Sea and Road.

Dalhousie University

MBA

2007 – 2007

New venture creation (business case for new ventures)

International business

Management Information systems

Organizational theory and design

Management Skills Development

Københavns Universitet

International Sports Law

2008 – 2008

Rungsted Gymnasium

1997 – 2000

Activities and Societies: Team Denmark student - Tennis

## **Additional Info**

Interests

- Played competitive tennis for 15 years and travel for a year (2003) playing professional tennis.

Personal Details

Birthday: July 19

## **Honors & Awards**

### Additional Honors & Awards

- Danish doubles champion (tennis-2003)