

IVAN JAKOVLJEVIC

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STV

Largest venture capital firm in the Middle East and North Africa region with more than \$500M AUM

Chief Development Officer

Dubai, UAE, 2020 - 2021

- Established and led value creation and portfolio support function across a portfolio of 15 companies focusing on a) talent management; b) growth, UX/UI and marketing; c) strategy, business development and sales
- Developed and leveraged ecosystem of industry and functional partners and independent experts in MENA and internationally to bring global best practices to the portfolio companies
- Led corporate development for STV, striking strategic partnerships with industry leaders, large conglomerates and family offices
- Board member at [Telfaz11](#) and board observer in most other portfolio companies working closely with founders and their C-suite to chart strategic direction of the company and address key challenges to scale
- [Speaker](#) and judge at industry events and startup competitions; [OpEds](#) and [podcasts](#); mentor and startup advisor

GOOGLE

Regional Head, New Markets, MENA

Dubai, UAE, 2018 - 2020

- Led Google's business in 16 MENA markets with a focus on Saudi Arabia and Egypt
- Headed up large customer sales and account management teams across industry verticals (Telco, Retail, Travel, FMCG, Auto, Public Sector)
- Owned key stakeholder relationships at the highest levels of government and private businesses
- Defined region-wide approach and led execution of market entry strategies and engagement models
- Coordinated cross-channel and cross-functional efforts to grow user base, product adoption and sales

Sector Lead, Travel, Finance & Government, MENA

Dubai, UAE, 2013 - 2017

- Set up and grew Travel, Finance & Government business to become the largest and fastest growing part of Google MENA; built capability, developed value propositions, thought leadership and key relationships
- Headed team of 15, driving sales, activations and account management for a portfolio of top clients
- Trusted advisor on marketing, digital and innovation topics to the C-levels of global travel corporations (eg. Emirates, Etihad), retail banks and ministerial level officials (eg. Dubai, Abu Dhabi, Egypt)
- Recruited and supported career and personal growth for a diverse team comprising 10 nationalities, with varied cultural, educational and professional backgrounds
- Recognized Google spokesperson on the topics of Travel, digital and innovation (eg. UNWTO Ministerial forum, [Money Map - Dubai TV](#), [How we book travel - the view from Google Dubai](#))
- Industry thought leader, partnered with experts to develop industry transforming narratives (eg. [Connecting with the customer: How airlines must adapt their distribution business model](#))

BOOZ & COMPANY (now STRATEGY&)

San Francisco, California and Dubai, UAE, 2006 - 2013

Principal, Transport and Infrastructure Practice

Strategic Thinking and Analysis

- Defined sector governance and operating model for the aviation and tourism sectors of a Gulf country
- Developed strategy and organization for a foreign investment authority of a Southeast Asia country
- Conducted due diligence and developed business case to set up a regional air logistics hub in North Africa
- Advised on privatization of a major port in Southeast Asia

Client Development and Communication

- Led key client development efforts: opportunity identification, proposal development, marketing campaigns
- Directly interacted with and presented to C-level executives and ministerial level government officials

Leadership and Project Management

- Led diverse teams in transportation and infrastructure in the US, Middle East and Southeast Asia
- Managed broad consortia including engineering, legal and financial specialist firms in delivering major transport and infrastructure advisory projects (focus on PPPs)

IDAPTED

San Jose, California, 2006

Venture backed internet start-up using connective technologies to link language learners with native speakers

Vice President, Trainers – Member of the founding team

- Developed original idea, created business plan, modeled financial projections and presented to investors
- Established work-at-home trainer program, interviewed and selected trainers; Tested and iterated system design to deliver significant improvements and set guidelines for future development

TRANS CARGO LOGISTIC

Belgrade, Serbia, 2001 - 2004

Third party logistics (3PL) start-up, acquired by a leading Central and Eastern Europe logistics operator

Executive Director, 2003-2004 (promoted three times within three years)

- Set up and grew new air & sea freight line of business building a team of 12 within a year
- Turned around an underperforming department by redesigning go-to-market strategy to focus on the high-end market resulting in 110% increase in revenue and 40% in customer base

Education

STANFORD GRADUATE SCHOOL OF BUSINESS

Stanford, California, 2004 – 2006

Master of Business Administration

- Founder and Co-President of the first exchange program between Stanford GSB and Tsinghua SEM, Beijing
- Summer internships with Temasek, Singapore (investment management) and Tenaris, Houston (oil & gas)

UNIVERSITY OF BELGRADE

Belgrade, Serbia, 1995 - 2001

Master of Science in Traffic and Transport Engineering (Dipl. Ing.)

- Graduated first in class from Department of Logistics

Additional

Affiliations: Mensa Serbia

Languages: Fluent English and Serbian, intermediate German, beginner French

Interests: Travel, technology, history, politics, exercise and music