Jens H. Brajer M.A., MBE

Professional Profile (May 2025)

About me

Experienced senior executive skilled in scaling businesses, managing complex international projects, and driving strategic M&A transactions, with a strong track record in successfully leading large teams and achieving profitable growth.

Contact

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Key Competencies

- **Business Growth & Strategy:**

  Successfully transformed ZEISS Industrial Quality Solutions' accessories business into a recurring revenue model, growing annual sales to EUR 70 million with EBIT margins over 20%

- **Project & Operations Management:**

  Managed multiple complex international M&A transactions totaling over EUR 500 million in enterprise value, integrating acquisitions across Germany, France, Denmark, Turkey, and the USA

- **Stakeholder Management & Leadership:**

  Proven leadership of cross-functional teams (up to 150 employees), ensuring successful change management through clear communication and financial transparency.

- **International Experience:**

  Extensive experience managing projects and operational integrations in diverse international settings including Germany, France, USA, Denmark, and Turkey.

- **Corporate Finance & Reporting:**

  Directed capital increases, IPO projects, and implemented robust financial controlling and reporting structures at Carl Zeiss Meditec AG.

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Career Highlights

- **Head of Operations at ecop Technologies GmbH**

  Implementing and scaling up the operations infrastructure and underlying infrastructure like ERP system

- **Founding shareholder of Augur-Steinbeis CapTec AG, a Steinbeis partner company**

  Building the Smart Company Scaling eco system together to support innovative clean tec companies with: (i) capital brokerage, (ii) technology transfer, (iii) strategic partnerships and (iv) operational scale up

- **Head of Accessories & Operations at Carl Zeiss Industrielle Messtechnik GmbH**

  Scaled global business operations, ensuring consistent annual growth of over 10%

- **Managing Director & Head of Digital Business Enablement at Carl Zeiss 3D Automation GmbH**

  Developed and implemented a digitally connected supply chain, integrating ERP, CRM, and logistics systems

- **Head of Mergers & Acquisitions at Carl Zeiss AG**

  Executed strategic acquisitions across various technology segments, significantly expanding ZEISS's market presence globally

Languages:

- German (native), English (fluent), Italian (basic)

Education:

- Master of Business and Engineering, Steinbeis University Berlin & Kelley School of Business (USA)
- Magister Artium, Friedrich Schiller University, Jena (with studies in Cambridge, UK and internships in Atlanta, USA)

References available upon request.