



HUSTED
EMA PARTNERS
CZECH & SLOVAK





Birger Husted

- 1987-1988 Up With People
- 1989-1992 Marketing Coordinator Interroll Scandinavia
- 1992 – 1993 Sales and Marketing Scandinavian House,
- 1993 – 1997 Administration and Marketing Manager CRI Computer Resources International
- Since 1997 – Headhunting top managers in the Czech Republic, Poland, Slovak Republic and Hungary
- Since 2006 –Husted | EMA Partners Czech & Slovak
- 1999 – 2018 Member of the Board–Nordic Chamber of Commerce Czech Republic
- 2003 - 2006 – Member of Board Euro-Czech Forum – representing 1.2 mill. working places in the Czech Republic.
- 2006 - 2012 Member of the Board of the Danish –Czech Business Forum
- 2016 – 2019 Member Advisory board Danish Business Club, Czech Republic
- Czech Wife, Singer in Rock Band, Rotary Club Prague International, Member of Advisory Board Anglo American University, Mentoring projects. Democracy Festival. Member of Board Up with People International Alumni Association.



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Excellence in Executive Search

Since 1988, EMA Partners International has partnered with multinational corporations, governments and not-for-profit organizations across a variety of industry sectors and functional areas.

We have built an expanding global partnership of executive search professionals, and we are one of the largest executive search firms in the world. With more than 40 offices on six continents, we are dedicated to satisfying the senior executive search and talent management needs of our clients.

Husted s.r.o. is representing EMA Partners International for the Czech & Slovak Republics. We joined the EMA company in June 2016.

Further information on EMA Partners International at www.ema-partners.com

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Some companies we have served



Ministry of Foreign Affairs
of the Czech Republic





Main Challenges for Czech companies in Denmark.

- Mental Iron Curtain
- Danish SME's think they are more advanced than Czech
- Relations versus Task. No. of meetings to close business.
- Meetings Structure – Minutes of meetings – Conclusions.
- Be aware of Danes and their use of Eastern Europe or even Czechoslovakia.
- Still look at CEE markets as local CEE firms.
- Talking headlines rather than subheadings.
- Czech companies must be prepared – Kill on the first meeting. Be professional and have good sales documentation.
- Czech companies not always sufficiently self-confident – becomes subsuppliers when they can become business partners.
- Focus on Environment, working conditions, health & safety.



Which values are present in Danish businesses?

1. **Welfare society** – We believe in a job market where you are trained and get special working conditions if needed. We believe in Life-Long learning. We believe in support and special job conditions to people in the need of it.
2. **Freedom.** We believe in a flexible working market, where you can manage your own time. You have freedom with responsibility. You can to a large extend decide and do what you find needed. You are not controlled, but you have responsibility for your work. You are responsible for delivering.
3. **Trust.** We trust our employees, and we trust our employers. We trust our business partners and a handshake is more important than a piece of paper.
4. **Equality for the law.** All Employees are equal to the rules of the company.
5. **Gender equality.** We believe in equality and diversity. We do not discriminate because of age, gender, sexual orientation or political views.
6. **Language** – We all work in an international environment and uses international languages.
7. **Associations and voluntary work.** We have Corporate Social Responsibility and care about the society surrounding us. We believe in benefitting stakeholders - not only shareholders.
8. **Liberality/tolerance.** We are tolerant and liberal and respect individual views and activities.
9. **Hygge.** We focus on a positive, open and friendly working environment. We believe that we get the best results by having happy and satisfied employees.
10. **Ethics and Heritage.** We have a strong ethical behaviour. We are honest. Integrity is important. We do not corrupt. We perform fairly in business and prefer always win-win solutions.



Contact



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