

We are a leading full-service consultancy agency supporting food & beverage companies.

A unique proposition with the blend between top level strategy and hands on operation.

# Our team



Jenny Köpper  
CEO



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Finance & Supply Chain  
Manager



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Chief Growth Officer



Niklas Lindström  
Business Growth Officer



Jerker Bluhme  
Business Growth Officer



Felix Olofsson  
Sales & Marketing  
Coordinator



Jenny Peters  
Business Growth Officer



Timothy Siljemyr  
Business Growth Officer



Tommy Keita  
Business Growth Officer



Vincent Köpper  
Foodtech Venture  
Research



# Our work with Ukraine

- With Open Trade Gate Sweden/ Kommerskollegium
  - Preparing webinars and trade visit during the first half year 2025
  - BITE event September 2025
  - Launch in main retailers ICA and Coop autumn 2025
  - Starting a new cycle with UA companies 2026
- Ukrainian honey direct sales to stores
- Podcast with Ukrainian market export expert







Link to article:

<https://www.svenskhandel.se/nyhetscenter/nyheter/ukrainska-produkter-pa-svenska-butikshyllor/>





# Our services



Food Collective are consultants in the food industry. We specialize in establishing brands and act as an intermediary in retail, foodservice and production.

Our services range from:

## Strategy

- B2B Matchmaking
- Data analysis
- Launch plans
- Category strategies
- Marketing strategy
- Brand positioning
- Assortment optimisation
- Business case
- Business models
- Market analysis

## Marketing & sales

- Sales
- KAM services
- Negotiations
- Offer
- Validoo/Dabas
- Fairs
- Event
- Social media

## Production & logistics

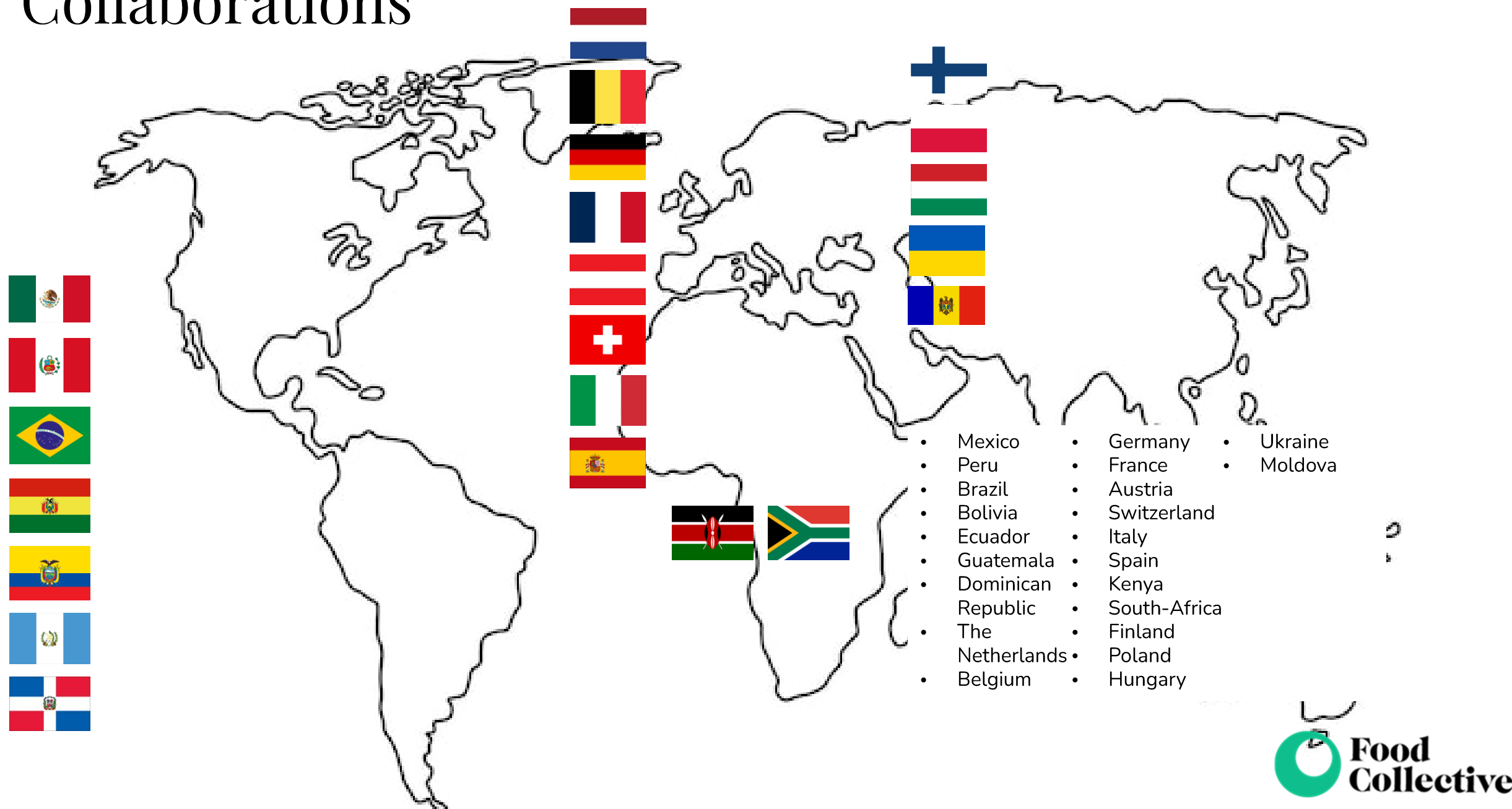
- Logistics & distribution
- Project management
- Product Management
- Pre-launch support
- Interim KAM
- Product
- Financial control & follow-up

# Examples of our clients

- Domestic Swedish companies
- Companies importing/exporting to/from Sweden
- Investors
- Trade promotion organisations
- Chambers of Commerce
- Embassies



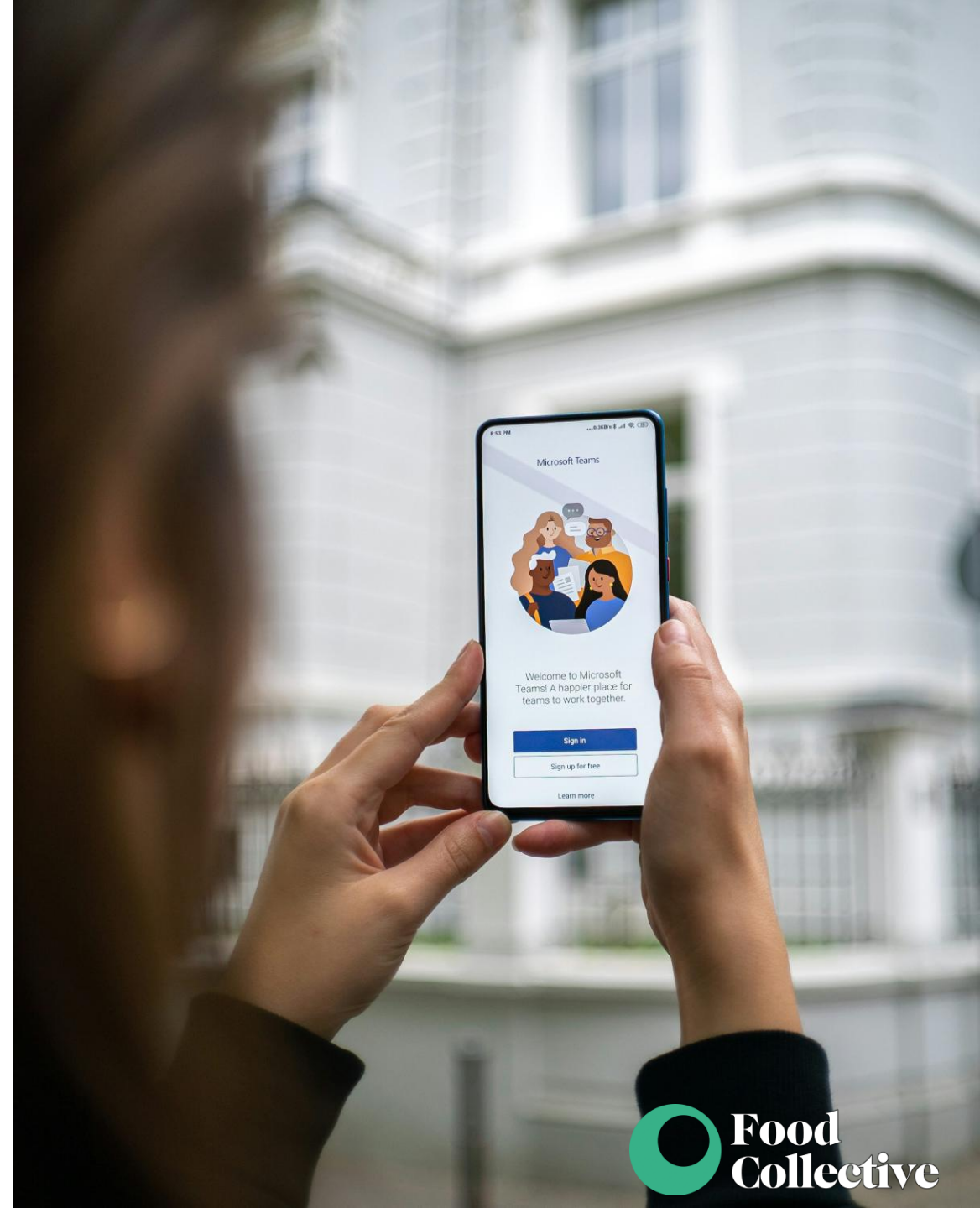
# Collaborations





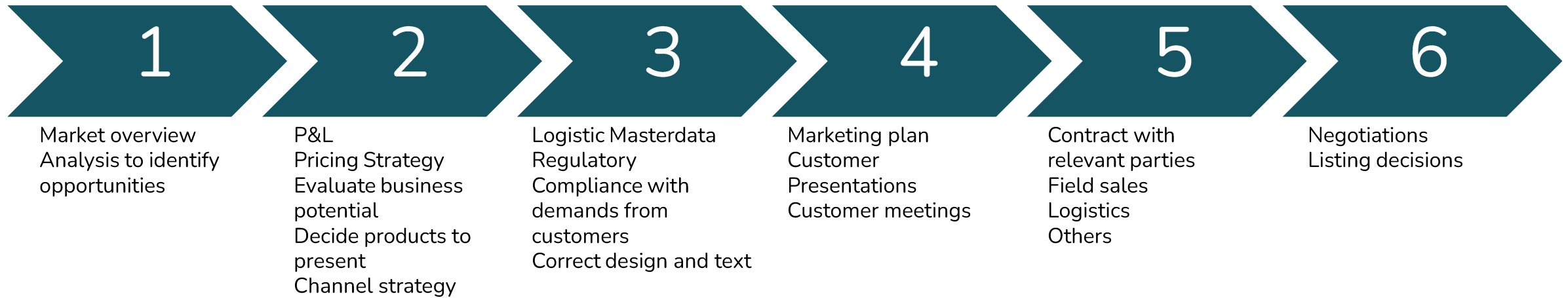
# Examples of collaborations

- Webinar
- Market access training
- Trade mission
- Fair participation in or outside Sweden
- Event for buyers with food from producing companies





# Go to market services 9 months



# References



RÅSAFT

Fond studio



ICA



clever clover.  
committed to your success

Morning Oats  
MAXIMIZE YOUR DAY

Swedish Bee Company  
PRODUCT OF SWEDEN

gowell  
YOUR NO.1 HEALTH DRINK

BOLLO



Svensk Cater

coop



Bjäre Chips

REBL  
EATS

VINA'O

MEAT  
THE ALTERNATIVE

Snabbgross

CITY GROSS

Kommerskollegium  
National Board of Trade Sweden

ENTREPRENEURSHIP  
AND EXPORT  
PROMOTION OFFICE  
STATE INSTITUTION

Colombe



atSauce

Four Seasons Food

martin & servera

Axfood

Business France  
ADVANTAGE AUSTRIA  
WKO

Guldhaven  
PELAGISKA

k'encko

Riedel

sodexo

CIRCLE K

PRO ECUADOR  
INSTITUTO DE PROMOCIÓN DE EXPORTACIONES E INVERSIONES

Michoacán  
HONESTIDAD Y TRABAJO

DANONE  
ONE PLANET. ONE HEALTH



BABA FOODS

Garden Gourmet



OK Q8

KENYA EXPORT  
PROMOTION & BRANDING  
AGENCY

USAID  
FROM THE AMERICAN PEOPLE

Red Bull

REDEFINE MEAT

VIV ERA

LAZY Vegan  
NO ANIMALS NO SOY NO HASSLE!



F8Wd

Embajada Argentina  
en Suecia

Prom peru

SVERIGES  
DYRBARASTE  
SÅSER  
By Danyel Couet







# THANK YOU!



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<https://www.linkedin.com/company/food-collective-ab/>