

MONICA JILL VAKSDAL

Fresh eyes, extra hands and senior skills for offshore and subsea technology companies. For the strategic, commercial or process job that matters, but never gets done.

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+89%

revenue growth in one year as CEO of Utel, owned by a listed group

200%

revenue growth against plan in year one, Mitta Norway

50%

hit rate on tenders in a mature market where the brand was unknown

25 years

since 2001, from geologist on the operator side to CEO, chair and board roles

When companies call me

- **The important job keeps slipping** behind daily operations.
- **New market, unknown brand.** Offshore wind, CCS, defence or export.
- **Know-how that could recur** as service revenue.
- **Engineering and sales apart.** Tenders that do not convert.
- **Order book tied to one cycle** and a few operators.

Ways to work with me

- **Defined project:** a strategy, market entry, pricing or process job with a clear scope. Weeks to a few months.
- **Extra senior capacity:** one to three days a week alongside your team, short or long term.
- **Interim leadership:** CEO or CCO when a leader is missing or a turnaround is needed.
- **Board and advisory:** experience around the table.

Selected results

CEO, telecom software

Utel AS

Turnaround: revenue +89%, result from NOK -3.5M to -1.4M, pipeline from 15.4M to 55M.

Country Manager and CEO

Mitta AS

New market, unknown brand. Electric drilling rigs as differentiator, 50% tender hit rate, three partnerships.

Team leader and business development

Rocksource ASA

Farm-in that became Pil and Bue, producing since 2023. Farm-downs across 12 licences to fund drilling.

Advisor

CCS startup

Early CCS value chain, before the first Norwegian licence rounds. Mapped the pain and built the business model. Did not go on to prequalification.

Advisory board

Petrolia NOCO

Strategy and well placement advice on Dugong, among Norway's largest finds that year.

Advisory board

Falck Advisory / Horus

Moved a consulting business to a scalable SaaS model with licence pricing.

About me and my values

A change leader with a geologist's training, from the operator side of oil and gas to CEO and board roles. I bring energy and pace, learn new fields fast, and work quickly but grounded in data. I set the direction and build the system, with detail-strong people beside me, and bridge engineering and commerce.

Momentum.

Things should move. I get stuck work going, and keep it going.

Honesty and directness.

I say what the data shows, including when it is time to stop.

People growth.

I develop people into bigger roles, not dependency on me.

Courage.

Hard assignments, new markets and unknown brands. I choose them.

Meet me at OTD TechDays

Sotra Arena, Bergen, 14 and 15 October. Book 30 minutes there, or a call before.

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«She came in like a whirlwind and lit a fire under engineering that we badly needed.»

Rune Borge Kalleberg, CTO at Utel, reported to Monica