

CV – Tobias Strandh



Summary

I started out in the restaurant business at the age of 16 and worked my way up to head chef and team manager. In the mid 90's a new challenge was set as salesman at Skandia Insurance where I worked a year and a half until I made the decision to start up my own business in web development, an adventure that lasted for almost seven years.

In January 2004 I got back into the sales area as I joined the largest IT-education company in Scandinavia, Tieturi-Informator Group. In short I function as a service delivery manager within high profile education. Focus is working with global enterprise as Ericsson, Saab, Volvo as well as Public Sector in Sweden. In addition, I share my expertise with the management including participation in local as well as international events.

Specialties

- ❖ A natural leader and inspirer
- ❖ Experience within the IT Sector since 1996
- ❖ Experience of board work since 1995
- ❖ Experience of sales since 1995

Experience

Informator Utbildning Svenska AB - Key Account Manager

January 2004 – Present

- ❖ Experience in motivating, coaching and leading staff
- ❖ Recognized social skills and a wide network of contacts
- ❖ Owns a highly appreciated ability to present myself
- ❖ Experience of public speaking and presentations
- ❖ A long experience in selling products and services
- ❖ Comfortable working with large, global Enterprise
- ❖ Daily contact with decision makers at all levels
- ❖ Skilled in conducting meetings and workshops
- ❖ At ease with budgeting and follow-up of spending plans
- ❖ Skills in analysis, costing, tender bargains and contracts
- ❖ Plans/creates my own sales- and marketing material

AljapaCo.se - Editor/Writer

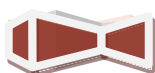
January 2007 – Present

Since January 2007 I've been sharing thoughts and breaking news around the IT-market in Sweden (and sometimes worldwide). Blogging is a way of life and I enjoy being an inspiration to all my readers.

IAMCP - Board Member/Regional Manager

April 2007 – March 2010 (3 years)

Board member of the International Association of Microsoft Certified Partners (IAMCP) Swedish Chapter as secretary and primary contact in the West of Sweden



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AljapaCo Webb - Founder and Manager

January 1997 – December 2003 (7 years)

Manager and owner of Web design Company providing web- and multimedia based applications and services. Portfolio includes static- and dynamic websites, E-Commerce, portals, animations, corporate logo design and website maintenance. Skilled in the Adobe Suite, ASP, SQL, XHTML, Accessibility (W3C/AAA) and search engine optimization.

Skandia - Insurance Salesman

August 1995 – December 1996 (1 year 5 months)

Salesman within the private Insurance sector, focusing mainly on property and casualty insurance

Various Restaurants (Gothenburg) - Chef, Maître de Cuisine

1987 – 1995 (8 years)

Starting as extra jobs when in school, I moved on to regular work as chef at various restaurants in Gothenburg from the small steak house to the trendy Sushi place and ended my career in the restaurant business as Maître de Cuisine/team leader for a small restaurant just outside Gothenburg.

Education

Informator Utbildning Svenska AB

Short management educations, 2004 – Present

Ongoing internal education within Sales, Project Management, Project Economics, Leadership, Conflict Management, Workshop Techniques, Presentation Skills, ITIL Service Management

Swedish Enter preparatory school

Web Developer - Web Design and Development, 1998 – 2000

Training in programming SQL, ASP, XML, XHTML, CSS combined with graphical design within the Adobe Products Photoshop, InDesign and Flash. Theoretical training in SEO and web site optimization

Gothenburg East preparatory school

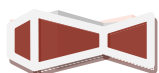
Diplomaed Chef - Restaurant Training, 1990 – 1992

Compressed training for professional chefs without official diplomas. The education includes working in hot and cold kitchen with the best chefs in Gothenburg as part of the training.

Hvitfeldtska High School

Sales and Economics, 1987 – 1989

2 Two years of basic training in sales and economics focusing on local trade.



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Recommendations for Tobias



“Tobias is very goal-oriented; he has a deep knowledge of the IT-market. He is creative and has often lots of great marketing ideas. He is also making the ideas happen. He walks the extra mile needed to get the job done.”

Ann-Charlotte Båth, Partner Program Manager, Microsoft

“Tobias is a highly goal oriented person as well as a devoted team player. He’s good with all kinds of people and combined with his excellent business skills and branch experience, he’s a person to always count on. Simply put, he’s one of the best business partners and persons I know and worked with. I strongly recommend him to any kind of management positions!”

George Thörngren, Business Consultant, Logica

“Tobias is a high performing Key Account Manager with a fantastic ability to network and find business opportunities. His sales focus, high tempo, together with a profound IT-knowledge, makes him an excellent representative for my business. I strongly recommend him for any business oriented task.”

Emil Robertsson, Director of Sales and Marketing, Informator Utbildning Svenska AB

“Tobias has a well balanced profile/approach when offering the services of his company. He is well structured and delivers on time. In my case we worked with the preparations of a frame agreement regarding training. The agreement was later on signed and used a number of times. I felt that Tobias - in a very positive way - was just as dedicated in the later phases that he was in the agreement phase. I find Tobias to be a person with a strong commitment and customer focus. He has good knowledge of the services addressed and in all a person that is keen of having long business relationships.”

Thomas Börjesson, COO, Cybercom Sweden West AB

“Tobias is one of my most dedicated colleagues. I really cannot understand how he finds time to do all the things that he do. Not only is he one of our best sales representatives, he is also very active in the Swedish IT-community, making sure that Informator is a well know name in the industry. Tobias was a great help for me when I started working at Informator, providing me with a lot of valuable information about the industry.”

Ola Skoog, Product Manager, Informator Utbildning Svenska AB

“Need that extra touch to take your project well above your expectations? This the right man to provide it with expertise, efficiency and energy, creativity, charisma and competence. I have worked with him at several Web projects, related with web design, internet ethics and site evaluation and he was the driving force behind those projects.”

Carlos Simoes, Owner, Cb2 Web Design

“Tobias is a very positive and intelligent person. He can really motivate his believes, unlike most other who have strong opinions, he encourage a discussion because he knows what he’s talking about.”

Johan Svensson, Business Development Manager, Wepic Visions

More references are available at: <http://se.linkedin.com/in/aljapaco>

