



JAN A. LINDSTROM

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*Change is the only constant and continuous improvement is the only path.
Never accept, "We have always done it that way." - Jan A. Lindstrom*

SENIOR EXECUTIVE CEO • PRESIDENT • EXECUTIVE VICE PRESIDENT

Success Formula for Operational Excellence and ROI: 80% Execution / 15% Position / 5% Strategy

SNAPSHOT OF VALUE OFFERED

Entrepreneurial business champion, motivated by challenge, willing to take fast and calculated action to execute and implement programs, processes and structure that drive innovation and growth. Passionate with ability to inspire and energize teams and organizations. Fluent Norwegian (Swedish, Danish) & English; Basic German.

BUSINESS DEVELOPMENT TURNAROUNDS SALES LEADERSHIP

Key Player in transforming entrepreneurial start-ups into #1 market dominators.
Reversed 1,8 MNOK loss to 14,1 MNOK profit in first year at company.
Motivated teams to outpace all prior performance measures.

TURNAROUND & BUSINESS ESTABLISHMENT SUCCESS IN NORWAY/NORDICS

ABC (CELLULAR GROUP), ARENDAL, NORWAY (OCTOBER 2011–PRESENT)

Leading onboard communications partner & global maritime telecom operator | Revenues 218 MNOK

Senior Vice President / Business Development & Sales - Leading the "Mobile Revolution at Sea"

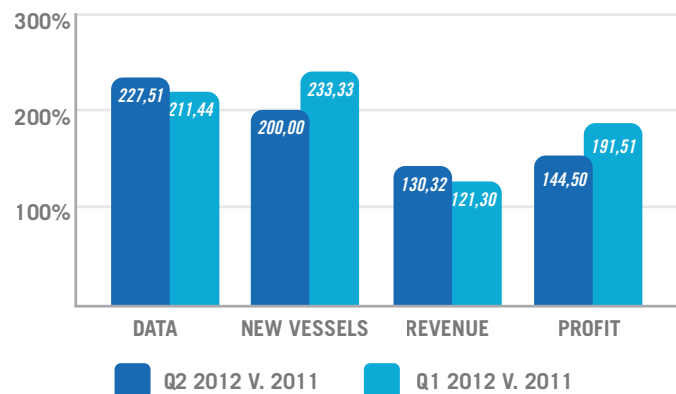
Revenue Responsibility 218 MNOK | Global Sales | Northern & Southern Europe, US & Americas and Asia Pacific

Head team of 15 direct reports: Sales Directors plus Roaming, Business Development & Regulatory departments.

Stepped into organization with no defined sales process and instituted structured systems to motivate sales teams to outperform targets. Implemented an empowering sales process and methodology, sales force automation tools, forecasting and progress sharing tools, and a business development process to deliver customer-driven innovation.

- ✓ **Eclipsed largest competitor, driving organization from #2 to #1 worldwide.**
- ✓ **Steered turnaround of 1,8 MNOK loss (2010) to 14,1 MNOK profit (2011).** Team broke sales records quarterly and set new revenue records monthly, including record sales and profits Q4 2011 and Q1 2012. **On track to reach 500+ MNOK within next 2 years.** Now serving 30+ of world's largest cruise and ferry line operators.
- ✓ Empowered team to **close 8 new contracts valued at ~1 Billion NOK.**
- ✓ **Heightened company's visibility** through speaking engagements at industry and customer events. Represented organization to public, gaining positive print and online press.

ABC % GROWTH YOY 2011 - 2012



Jan is highly skilled in business development and sales. His talent in presenting and communicating is extraordinary. I hope to work with Jan for many years to make ABC the winner of the Mobile Revolution at Sea! - Erich Baum, CEO

TURNAROUND & BUSINESS ESTABLISHMENT SUCCESS IN NORWAY/NORDICS (CONT'D)

XYZ SOFTWARE, NORDICS (MARCH 2008–OCTOBER 2011)

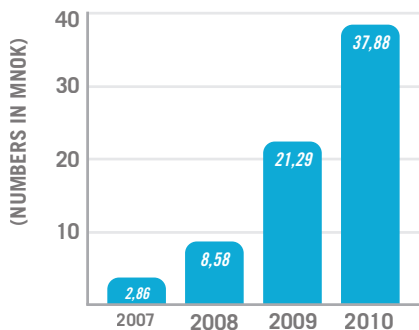
200-employee computer software company serving multiple industries using Microsoft technology.

Regional Director & Corporate Evangelist

Established company in Norway and Nordics through aggressive business development and publicity.

Entered company during period of plummeting sales, attrition of distributors and resellers, and unprecedented competition. Leveraged distribution, resellers and direct-touch sales, propelling Nordic region to 2nd largest worldwide through sales process, sales methodology, and channel sales process implementation.

**XYZ SOFTWARE GROWTH
2007 - 2010**



- ✓ **Piloted expansion of Nordics to fastest-growing region worldwide**, with 300% growth in 2008; 248% in 2009 and an additional 178% in 2010.
- ✓ **Garnered frequent and positive media coverage** through monthly columns and bylines in well-known trade magazines and newspapers.
- ✓ **Instituted Demand Generation** program to create awareness and drive communications to mass market through resellers, media and other channels.
- ✓ **Launched software portfolio** from unknown product to market-leading, in-demand solution with thriving combination of push and pull in channel.
- ✓ Recognized with 2010 Sales Performance of the Year Award and 2009 & 2010 Presidents Club Awards.

Jan is super-creative and tireless in his work ethic, possessing a global view of both technology and the business world. - Brad McIvinney, CMO

TECHNOLOGY BUSINESS LEADERSHIP

JAL CONSULTING, ARENDAL, NORWAY (AUGUST 2004 – PRESENT)

FOUNDER, PRESIDENT & CEO

Provided business consulting to international technology and software companies in European markets.

- ✓ Developed and executed channel sales strategies, programs and processes, as well as partner go-to-market strategies and executable programs, for companies launching or expanding in European markets.
- ✓ Developed sales training programs for partners and resellers. Consulted on M&A activities.

SUN MICROSYSTEMS, TRONDHEIM, NORWAY (AUGUST 2006 – MAY 2008)

SALES & BUSINESS DEVELOPMENT EXECUTIVE

Repositioned company in Energy, Oil & Gas vertical through growth far beyond industry average.

- ✓ Carried operation from revenue decrease and market loss to 140% of sales targets and recapture of market share.

If everything seems completely under control, you're not going fast enough! But speed alone is no compensation for lack of direction. - Jan A. Lindstrom

TECHNOLOGY BUSINESS LEADERSHIP (CONT'D)**SCANSOURCE, OSLO, NORWAY (AUGUST 2004 – AUGUST 2006)****Business Development Executive*****Multiplied sales YOY through channel and sales development for Nordic and Baltic/EE.***

- ✓ Pushed Q4 2005 Sales 286,76% over Q4 2004, soaring to fastest-growing region in Europe.
- ✓ Reached unprecedented YOY growth near 200% for 2005 and 2006.

CITRIX SYSTEMS INC., OSLO, NORWAY (FEBRUARY 2002 – AUGUST 2004)**Sales Manager & Enterprise Relationship Executive – Nordic**
Pioneered Citrix license sales in Norway, rocketing sales 200%.

- ✓ Drove company to highest penetration per capital worldwide.
- ✓ Established entity through development and coaching of partners and championing of Enterprise Accounts.
- ✓ Recognized with 2003 & 2004 President's Club Award.

EDUCATION**Dale Carnegie Trainings:**

Communicating with Tact & Diplomacy | High Impact Presentations | Public Speaking Mastery

Executive Programs at the Norwegian Business School (BI):

Creating Value as Board Members | Doing Business in Asia & China | Financials for Business Executives

Additional Programs:

Target Account Selling & Sales Coaching | SPIN Sales Management & SPIN Coach

Siebel TAS, PMP, ESP | Penny Ferguson Personal Leadership Training | Sales Process Development

Management Development | JAWS Advanced Sales Training

Leadership & Management Development (BI) | Management Development (Forsvaret)

Multiple courses at the Norwegian Business School (BI) | Project Management and Project Economics (Alcatel)

NORWEGIAN ARMED FORCES, Officer Education, 1995-1996

Jan was aiming to use this resume to move up within his current company as well as to present to companies that might want his consulting services. Although Jan is quite young, he has been a successful entrepreneur for many years and we wanted his energy and thought leadership to shine.

We chose to put Jan's "Success Formula" at the top of the resume as an example of the forward thinking he brings to any organization. In stylized quotations throughout, rather than present solely testimonials, we offered Jan's thoughts on business and leadership as well. It was important to put forth his original thought as we created him as a leader both within his company and in the industry.

We discussed various options for graphs on this resume; the time periods at hand were relatively brief so this took some creativity! On the first page, the graph displays the percent growth in four different areas in two different time periods under Jan's leadership. No percentage is under 121% which is a testament to this executive's ability to propel expansion.

For the graph on the second page, the client originally provided only percent expansion per year; the challenge was that these percentages went down each year. Although this type of relative slowdown is expected in the industry, and although 178% expansion after two years of even bigger growth is extremely impressive, these numbers did not represent well visually. We therefore decided that for purposes of a graph, it would work better to use actual revenue figures rather than percentage growth metrics.

We chose the header "Turnaround and Business Establishment Success in Norway / Nordics" to characterize Jan's most recent positions, painting him as an expert in business in this region, poised for further impact as he rises through the ranks at his company. We also retained his technological beginnings, where he established himself as a crackerjack from the get-go. Jan's military service adds a bit of human interest and the respect that comes with having served one's country.

Jan did not have a "formal" education other than his time in the armed forces; he is a fairly self-made executive. Therefore, in the Education section we included his most relevant trainings, several of which were taken at the well-regarded Norwegian Business School. We included the Norwegian Armed Forces to show that he performed his mandatory military duty, but felt it was appropriate to list at the end of the resume as less important than his other courses.

Note: All numbers on the resume are stated using the European-style decimal comma.

Jan has not yet put this resume to work, but we hope it will serve him well as he makes a splash in the Nordics!