



# Jan A. Lindstrom

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## Profile

Enthusiastic and Entrepreneurial Corporate Evangelist. Experienced in Sales Management, Business Development and Solution Sales at Executive levels. Recently helped RES Software to achieve local presence in the Nordics and grew sales in Norway by 300%. Established ScanSource Inc. in Nordic and Baltic through development of a channel generating more than 20 million Euros of annual turnover. Contributed to reposition Sun Microsystems in the Energy, Oil & Gas sector, delivering results and re-gaining market-share by delivering growth far beyond the industry average.

I am very focused on achievements and results; I am dedicated, enthusiastic – and greatly motivated by working in a challenging and demanding environment. Throughout my career I have achieved extremely strong personal results, and during the last years I have found great motivation through empowering, coaching and making co-workers, partners and resellers capable of achieving the same great results.

**50 words to describe myself:** *Enthusiastic, Integrity, Motivator, Entrepreneur, Sportive, Empowerment, Professional, Sailing, Networker, Result Oriented, Coach, Honest, Community Builder, Salesman, Personal Development, Fishing, Outdoors, Successful, Kids, Mentor, Gourmet Cooking, Cycling, Travel, History, Gadgets, Wildlife, Technology, Reading, Empowering, Adventure, Independent, Active, Self Motivated, Energetic, Resourceful, Dynamic, Humanitarian, Self Confident, Rightful.*

## Work experience

October 2011 – Present      ABC (Cellular Group)  
Senior Vice President, Business Development & Sales

- Responsible for top line revenue & global sales
- Business development targeting new geos, products, services and solutions
- Target: More than doubling revenues by 2014

March 2008 – October 2011    XYZ Software  
Regional Director & Corporate Evangelist

- Responsible for establishing RES Software in Norway and Nordics
- Business development through distribution, resellers and direct-touch sales
- Growth for 2009-10 at 178%. 2010: Nordic grown to 2nd largest region in EMEA.

August 2006 – May 2008      Sun Microsystems Inc.  
Sales and Business Development Manager

- Responsible for generating Sun Microsystems business within the Energy, Oil & Gas vertical
- Leading a "turn-around" operation from revenue decrease and market loss to reposition Sun in the vertical
- Results above 140% of targets and re-gaining marketshare through growth far beyond industry average

August 2004 – Present      JAL Consulting  
Business Management Consultant

- Helping international technology and software companies launch or expand their business in Europe
- Development and execution of channel, partner and alliance strategy for international technology and software companies (Target markets; Nordic, Baltic, Eastern Europe and Russia)
- Sales management, process development, sales training and strategic acquisitions

February 2002 – August 2004   Citrix Systems Inc.  
Sales Manager & Enterprise Relationship Executive - Nordic

- Establishing Citrix Systems Norway entity
- Development and coaching of partners, and championing sales on Enterprise Accounts
- Growth of above 200% on Enterprise Accounts Sales

2000 – 2002                      WM-data Infra Solutions  
Division Director / Country Manager

- Responsible for WM-datas hosting and software outsourcing business in Norway (connect-2-office)
- Strategy-, business-, concept- and organizational development
- Successfully built a self sufficient business unit and contributed to selling the ASP division to Telecomputing

1999 – 2000                      WM-data Cimtec  
IT Operations Manager

- Responsible for WM-data Cimtecs operation in Stavanger
- Responsible for ICT-management and software support services towards customers
- Implemented ITIL and customer service program resulting in 100% customer renewal rates

1998 – 1999 Alcatel Distribusjon

IT Director

- Total responsibility for ICT management in Alcatel, responsible for the region and branches
- Strategic-, budget- and human resources management responsibilities (also involved in sales)
- Project management and key projects such as successful SAP implementation

1997 – 1998 Alcatel Distribusjon

IT Operations Manager

- Responsible for ICT management and operation in the western region
- Project and budget responsibilities

1996 – 1997 Forsvaret (Norwegian armed forces)

Platoon commander

- Leadership and education of platoon at BN/2
- Coordination of STØKP for joint exercises
- Budget and activity responsibilities

1994 – 1995 LOG Consult

IT Consultant

- Responsible for ICT management and support
- Course Instructor
- Budget executive

1990 – 1994 JAL Consulting

Self-employed Consultant

- IT consultant services provided to small to mid-size customers in the Stavanger region. The business was established and run in parallel with studies Responsible for ICT management and support

Education

1995 – 1996 Forsvaret (Norwegian armed forces)

Officer education

- Officer education with Norwegian Armed Forces

1991 – 1994 Hetland Videregående Skole

Examination (Artium)

- Social studies, mathematics, economy, psychology and language

Courses and certifications

2012 - Preparation for "EMBA programme" started

2011 - Target Account Selling / Sales Coaching

2009 - SPIN Sales Management and SPIN Coach

2007 - Siebel TAS, PMP, ESP trainings

2004 - Penny Ferguson Personal Leadership Training

2003 - Sales Process Development Training

2002 - Management Development Program

2002 - JAWS Advanced Sales Training

2001 - Leadership and management development (BI)

1999 - Management development (Forsvaret – Norwegian armed forces)

1998 - Economics for accounting executives (Alcatel) 1998 – Quality and security (Alcatel)

1998 - SAP/ABAP understanding basic processes (AC)

1997 - Project management and project economics (Alcatel)

1997 - MCSE, CCA, CCNA, other tech. courses

Languages            Fluent Norwegian (Swedish, Danish) English – and basic German

References           Several can be listed on request