

JAN LINDSTROM

Senior Vice President of Business Development & Sales for the Onboard Communications and Maritime Telecom front-runner, ABC (part of the Maritime Group)

Thought Leader | Dynamic Public Speaker

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



Jan Lindstrom is a powerful business driver whose entrepreneurial instincts and clarity of vision have carried multiple companies through rapid and continuous growth.

Jan started his first business, an IT company, at age 15, and has been an unstoppable force ever since. From IT technical consultancy, he moved into IT management, sales, business development, sales management and then senior-level Executive positions. In every company, including Citrix Systems, Sun Microsystems, XYZ Software, and most recently ABC (AB Communications), Jan has achieved outstanding personal and team results. He finds his greatest motivation in coaching others to perform above and beyond expectations.

Jan's success formula for excellence in execution:

80% Execution (do it) | 15% Position (stick to it) | 5% Strategy (plan it)

Guided by this formula, Jan has led companies to breakthrough results, highlighted by the following:

- ◆ **BUSINESS DEVELOPMENT:** At MCP, eclipsed largest competitor, driving organization from #2 to #1 worldwide.
- ◆ **TURNAROUNDS:** Reversed 1,8 MNOK loss to 14,1 MNOK profit in first year at ABC.
- ◆ **SALES LEADERSHIP:** Grew sales at XYZ Software 300% in 2008; 248% in 2009; and 178% in 2010.
- ◆ **MARKET ENTRY:** Established XYZ in Nordics and propelled region to 2nd largest worldwide.

Jan is distinguished by his passion for business, his focus on collaborative team-building, and his commitment to meeting customer and market demands. His contagious enthusiasm instills him and his team members with extraordinary energy and dedication in an environment where creativity and innovation are encouraged. Jan does not just set out ambitious goals ... he motivates people to deliver.

A dynamic public speaker, Jan is a sought-after presenter at meetings and conferences for the cruise, ferry and maritime industries. He transmits key concepts in Business Innovation supported by smart adoption of technology—with emphasis on revenue opportunities & impact, efficiency, enhanced passenger experience, and new business opportunities. Jan's presentations engage top management including Onboard Revenue VPs and Executives; CIO & IT Managers; and Marketing & Product Managers; as well as IT, Communication & Technology, HR and Crew Welfare Departments.

Jan's expertise spans a wide range of business and IT solutions. Key strengths include:

- ◆ Onboard Revenue | Business Development | Strategic Planning | P&L | Turnarounds | Organizational Development | Forecasting | Technology Adoption | Entrepreneurship | Growth Strategies
- ◆ Sales Leadership | Channel Sales Strategies, Processes & Programs | Go-to-Market Strategies | Demand Generation | Marketing | Reseller Relations | Social Media | Public Relations
- ◆ Mobile Technology | IT, Software & Cloud Solutions | Communications | Crew & Passenger Experience

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