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Anders Lindblad Consulting AB  
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As a consultant I help my customers with change projects, business development projects both from a strategic and operational perspective, organizational development and project management. My experience is mainly from multinational large and medium sized organizations within the electronics industry. As an employee I had roles such as Managing Director, Sales Director, Sales Manager, Marketing Manager, Business Unit Manager and Global Key Account Director.

I am positive, energetic and results-driven. I am focused on results and goals set and I love working with people to accomplish them in a positive and creative atmosphere.

My background is more general than specialized but still with an emphasis on business development, which helps me to support my clients in cross-functional change projects. I enjoy working in multicultural and international environments and my objective is to always create a positive atmosphere that enables creativity and effectiveness from people involved.

#### Example projects

- Improving efficiency in sales organization (methodology, process and tools)
- Transformation from component to solution selling
- Interim Managing Director during a turn-around
- Business advisor
- CRM implementations
- Mentor and coach to managers

#### Education

- Advanced Management Program, ST University, France
- Market Economist, Marketing Economics, Tibbleskolan
- Electrical and Electronics Engineering (BS), Åvaskolan