

## CV

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### **Work Experience:**

*Brothers AB*

*2021-06 - 2022-07*

*Substitut/Hourly employment. Sales Advisor.*

- *Men's Fashion*
- *Retail Sales*
- *Creating Relationship and retaining them.*
- *Service*

*This has been an extra job to combine my studies at the university. At Brothers, I have worked with personal advice, inspiration, sales and guidance. I have had a good understanding of the target group and a genuine interest in the range. My own goal has always been to try to achieve the store's vision of creating an extraordinary shopping experience. I was comfortable in the role since I have always had an eye for fashion and an eye for details. Since this was a substitute / temp employment it had a start - finish journey. And am as for now looking for a new part-time work to combine my studies with.*

OFFERTA

2018-03 - 2018-07

Permanent employment. Customer Success Management.

- Guide companies within Offerta.
- Write company descriptions, help with Facebook accounts, create websites/company logos, images, quality stamps for companies.
- Retain key-customers.
- Follow-ups.
- Booking meetings.

*Offerta is a fun workplace with many accompanying lovely days. In my case, this was a chance to try a new field. Unfortunately, the role for me was not as work-stimulating or skill-developing as I had imagined. And chose not to continue. During my short time, I have had my own customer base with new customers and key-customers that I have continuously helped and worked with.*

JACOBSSON & LIND AB.

2017-08 - 2017-12

Probationary employment. Sales.

- Outreach Sales.
- Appointments Booking by phone.
- B2B.
- Accounting.
- Prospecting.
- Follow-ups.
- Telecommunication.
- Face-to-face sales.

*Sales of office supplies and equipment. I worked at an incredibly fast pace and completed five booked meetings every day and booked five new meetings on the same day. I kept in touch and did business with, among other things, head nurses, nursing managers at NKS and Karolinska hospital. Site managers and unit managers at NCC, Peab, Skanska retirement homes and universities. I traveled by myself over a geographical area in Stockholm and started from home by car. I chose to move on because the work was to lonely and felt that I wanted to work more closely with colleagues.*

IP-ONLY

2015-07 – 2016-02

Full-time position. Project Manager.

- B2B.
- B2C.
- Appointments booking by phone.
- Managing accounting.
- Managing presentations.
- Managing sales process.
- Time planing.

*As project manager over the Swedish fiber establishment, i traveled around the field in mostly the southern part of Sweden as a representative for IP-Only. Together with different sales teams we informed about the new infrastructure and I took care of major issues in each municipality and held big presentations for them. The work was self-paced for me and being able to make important decisions, be responsible for all customers, follow-ups, sales teams and construction's time planning was included. As well as presenting the fiber in a professional manner, everything to gain an understanding of its meaning and not to miss any important information. I built security for us as a company with the municipalities, built relationships at a high level and was always a problem solver.*

ADICIO AS.

2014-04 - 2015-02

Full-time position. Field Team Leader In Oslo.

- B2C
- Motivation speaker.
- Product-trainer.
- Budgeting.
- Communications.
- Speech & body abilities.
- Accounting.

*Team leader in field sales. This was a pure commission's payed work. I worked all over Norway with high expectations and goals set for me. I quickly became a well-known team leader with very solid documented results. We worked outdoors usually at a specific position I had chosen and with face-to-face sales. We sold Polarkrill. Krill- is a tiny small shrimp that lives in the antarctic. Polarkrill contained the thinnest and purest oil on the market 2014-2015 which meant that it was at the bottom of the food chain. This was truly a sales school without comparison for me. But I became quickly one of their most well-known team leader and together with my team always delivered steady numbers.*

LEKTER'N.

2014-05 - 2014-09

Full-time position. Seasonal Bartender in Oslo.

- Mixologist.
- Meny 120 different Drinks.
- Meny 20 different Cocktails.
- Meny 10 different Shots.
- Meny 17 different beers.

*Was working in the bar during weekends most of the time. "Because you are so structured, have humor and are effective you get more hours than others in the bar" - That was what our personnel responsible said- thereby I were very sought after on weekends and holidays. Eventually i got to be our bar manager's second hand and all the colleagues in the bar turned to me if the manager wasn't present. Lekter'n is located in Oslo's restaurant-dense district Aker Brygge and are opened for customers May - Sep.*

ELIXIA - SATS Training & Welfare Kolbotn.

2013-08 -2014-03

Full-time position. Sales in Oslo.

- Marketing.
- B2C.
- Consulting.
- Different sales techniques.
- Training subscription.

*Sales of training subscription to companies and private customers. I got first position on Elixia - sales top-seller list of Norway for most sold trainings subscriptions after my first month. I have documents of course for this. During my time here I always managed my sales requirements with very good margins.*

Café B100.

2012-02 – 2013- 04

Part-time position. Waiter/Bartender in Stockholm.

- Bar & Restaurant.
- Waiter.
- Bartender.

*I worked as a waiter and bartender while going to high school. Have always had easy with service and creating a good fist customer contact because I like to build relations. Served food to customers, builded very good customer relationships and served in the bar under high pressure.*

**Education:**

*Code Institute - Full Stack Software Developer. 2023-02 - 2023-12*

*Stockholms University - Advertising & Marketing. 2019-08 - 2024-06*

*HAWAII, 100% Study – English Literature. 2016-08 - 2017-04*

*Jensen Gymnasium Norra, Media Journalist. 2010 - 2013*

**Other merits:**

*Language: Swedish mother tongue, English fluent in oral and writing, Good knowledge in Norwegian and Basic knowledge in Spanish.*

*Driving license: B & AM*

*You are welcome with any questions or concerns*

*Reference is given over interview if desired*

***Regards,***

*Axel M. Lewing*