

Linus Fridberg

Passionate Sales Manager

An ambitious young business professional with an entrepreneurial flair, fueled by a thirst for technical knowledge and innovation.



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SKILLS

Business Development

Account Management

Relationship Management

Prospecting

Negotiation

CRM

Bobst Services & Machines

Machine PLCs

IoT

Salesforce

Tableau

SAP

Trello

Sustainability

WORK EXPERIENCE

Partnership Manager Nordics

Urban Future GmbH - Consultancy Based

11/2022 - Present

Malmö, Sweden

URBAN FUTURE. Enabler of Sustainable Cities.

Achievements/Tasks

- Main responsibility is to get large companies to sponsor our event
- Landed ROCKWOOL as main sponsor of Urban Future 2023
- Managed to get clients from Denmark, Sweden and Finland to sponsor and visit the event

Country Manager Sweden

Diffo Solutions Oy - Consultancy Based

04/2023 - Present

Malmö, Sweden

Diffo Solutions is a start-up that provides logistic companies with a software solution for improved single transport mission profitability.

Achievements/Tasks

- Overall responsible for Swedish product
- Responsible for the full sales process
- Identifying partners and collaboration opportunities
- Market research

Sales Manager Sweden

Noux Node Oy - Consultancy Based

05/2021 - 12/2022

Malmö, Sweden

Noux Node provides an industrial IoT platform for machine builders.

Achievements/Tasks

- Main task was to drive new business opportunities
- Responsible for the full sales process
- Acquired a technical know-how of machines and their control systems

Contact : Peter Falkenvinge - +45 28 60 72 60

Business Development Representative

Precise Biometrics - Consultancy Based

05/2021 - 12/2021

Lund, Sweden

Precise Biometrics is a global identification software provider.

Achievements/Tasks

- Main task was to drive new business opportunities
- Identifying partners and collaboration opportunities
- Created an opportunity with Front Pac via Claus Dalgaard

WORK EXPERIENCE

IoT Implementation Specialist

Max ASP GmbH (Bobst Mex SA)

01/2019 - 08/2019

Ulm, Germany

World's leading supplier of equipment and services to packaging manufacturers in the folding carton and corrugated board.

Responsibilities

- Build, put in place and continuously improve a compelling on-boarding curriculum targeted to users of Bobst's Connected Services
- Establish and supervise a personalized implementation plan for projects on a larger scale
- Evaluate and follow-up customisation or improvement requests from customers experiencing the system

Contact : Mathieu Robyr - +41 79 691 64 51

ISE, Team Leader & Connected Services Product Specialist

Max ASP GmbH (Bobst Mex SA)

01/2017 - 08/2019

Ulm, Germany

World's leading supplier of equipment and services to packaging manufacturers in the folding carton and corrugated board.

Responsibilities

- Develop and deploy Connected Services strategy for BOBST Inside Sales worldwide.
- Develop training materials for Connected Services and train the team.
- Leading by example in Connected Services meetings across Inside Sales countries in Europe and America.
- Responsible for BOBST Inside Sales Connected Services results worldwide; achievement 486% increase in contracts sold, a 416% increase in revenue YoY.

HIGHLIGHTS

Founded Fridberg Sales Consulting AB

Malmö - 2020

IoT Implementation Specialist for BOBST

Ulm - 2019

EDUCATION

Business Administration

EU Business School

08/2015 - 07/2016

Barcelona, Spain

Fulltime

- GPA 3,6

International Salesman & Marketer

Sälj & Marknadshögskolan

08/2013 - 06/2015

Malmö, Sweden

Fulltime

- Board Member: Class representative

CERTIFICATES

DRIVERS LICENSE (02/2008)

Tableau Fundamentals (03/2021)

LANGUAGES

Swedish

Native or Bilingual Proficiency

English

Full Professional Proficiency

Norwegian

Limited Working Proficiency

Danish

Elementary Proficiency