

PATRICH ANDERSSON
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PERSONAL INFORMATION:

Gender: Male **Religion:** Christian
Date of Birth: May 23, 1971 **Nationality:** Swedish
Age: 44 **Marital Status:** Single
Health: Excellent

EDUCATION HISTORY:

Duration	Degree	School
1997 - 1998	Degree	Faculty of Logistics Major: Logistics & Supply Chain, NTH University, Växjö, Sweden General Supply Chain and logistics, this was on University level.
1997 - 1997	Degree	School: FEI - Stockholm Major: International Sales and Marketing Outcome: Both theoretical and practical training. Gain a lot of valuable experience within the area of Sales and Marketing on a international level. Education was on University level also involved trainee periods.
1993 - 1996	MBA	Faculty of Commerce and Accountancy, (BBA) Major: Business Finance University of Gothenburg, Göteborg, Sweden Outcome: Master of Science in Business Administration, Economics and Marketing. Well prepared for tasks that required high and comprehensive skills in the field of Business and Marketing.
1991 - 1993	Bachelor	University of Skövde Major: Accounting and Service
1977 - 1989	School and High school	Dammfriskolan Malmö, Sweden
<ul style="list-style-type: none">• During all year I also completed a lot of company based educations like:• Advanced Excel Advance by RODA Education - Sweden• CRM / SAP• Professional Business Practice / Business Behavior by Siilf - Sweden• Professional Sales Presentations by by Siilf - Sweden• Business English• TOIEC - 2016 / 845p		

COMPUTER KNOWLEDGE

Daily use of: Microsoft Excel, Word, Power Point, Outlook. Adobe Photoshop / Illustrator

Different CRM's and other internal sales software's. (SAP / Navision)

2010 / 11 - Present Ecom logistics.

Position: Sales Manager, E-commerce, AREA: 3PL, Last Mile Logistics, Global Mail

- Based in Bangkok.
- Take care of European and Asian customers.

2010/11 - 2015/02 Three Crowns Co. Ltd - Sold 2015 / 02.

Position: General Manager

- Own and running a restaurant in Phuket - Thailand.
- Handling full service restaurant with 100 seats
- 15 - 25 staff depending on season
- Thai / Seafood and International food
- When took over 2010, revenue was 3 million THB
- Revenue of approxily 22 million THB 2014/15
- Net profit 45%.

2007 / 05 - 2010 / 10 Posten Åland. (www.posten.ax)

Position: Sales Manager E-commerce and Mailorder. AREA: 3PL, Global Mail

- Based in Sweden and responsible for all Nordic countries.
- Determine strategic direction in various aspects: marketing, sales and operation
- Position brand and cooperate with all related parties in crystallizing marketing strategy
- Approach and expand customer base
- Set up the whole operational chain for new customers.
- Direct and monitor the overall budget, budget 2010 where 25 million euro.
- Prepare management reports
- Managed 5 sales and a operation department of 60 people
- Maintain good public relationship

Patrich's achievements: (as of October 2010)

- Customer database growth with 290%,
- Revenue growth with 50%, during his employment time.
- Set up the operational department for storage and pick and pack.
- Profit for his business area growth with 145% during the employment time.
- Built up an organization that only work with e-commerce internationally

2006 / 04 - 2007 / 03 TNT / SPRING Nordic AB. (www.tnt.se)

Position: Product Specialist, AREA: Global Mail, eCommerce, 3PL

- Based in Stockholm, Sweden / Copenhagen, Denmark
- Determine strategic direction in various aspects: marketing, sales and operation
- Position brand and cooperate with all related parties in crystallizing marketing strategy
- Approach and expand customer base
- Direct and monitor the overall budget, budget 2007 where 20 million euro.
- Prepare management reports
- Supported field sales with knowledge and expertise
- Maintain good public relationship

2005 / 01 - 2006 / 03 SWISSPOST INTL. AB. (www.swisspost.se)

Position: CEO, AREA Global Mail, eCommerce, Parcel, 3PL

- Based in Stockholm, Sweden
- Determine strategic direction in various aspects: marketing, sales and operation
- Position brand and cooperate with all related parties in crystallizing marketing strategy
- Approach and expand customer base
- Product Specialist
- Direct and monitor the overall budget, budget 2006 where 13 million euro.
- Prepare management reports
- Managed 5 sales & administration and a operation department of 15 people
- Maintain good public relationship

1999 / 10 - 2005 / 01 MAIL & LOGISTICS SWEDEN AB

Position: Founder - Owner / CEO, AREA: Global Mail, eCommerce, 3 PL

- Based in Stockholm, Sweden
- Determine strategic direction in various aspects: marketing, sales and operation
- Position brand and cooperate with all related parties in crystallizing marketing strategy
- Approach and expand customer base
- Product Specialist on Global mail and parcel, 3PL
- Direct and monitor the overall budget, budget 2004 where 13 million euro.
- Prepare management reports
- Managed 6 sales & administration and a operation department of 25 people
- Maintain good public relationship
- This company been sold to Swiss Post Intl. in Switzerland

1996 / 03 - 1999 / 10 TNT INTL. MAIL (www.tnt.com)

Position: Major Account Manager / Global Account Manager

- Based in Gothenburg, Sweden
- Determine strategic direction in various aspects: marketing, sales and operation
- Position brand and cooperate with all related parties in crystallizing marketing strategy
- Approach and expand customer base
- Direct and monitor the overall budget, budget 1999 where 12 million euro.
- Prepare management reports
- Maintain good public relationship

1992 / 03 - 1996 / 02 MEDACT PRESS AB / HEXANOVA AB

Position: Sales / Sales Manager

- Based in Gothenburg, Sweden
- Selling advertisement space in respective magazines via phone.
- Position brand and cooperate with all related parties in crystallizing marketing strategy
- Approach and expand customer base
- Maintain good public relationship

OTHER PERSONAL EXPERIENCES AND QUALITIES.

NATIVE LANGUAGE SWEDISH

OTHER LANGUAGES

ENGLISH

- Reading Very good
- Written Very good
- Speaking Very good

SCANDINAVIAN LANGUAGES

- Reading Very good
- Written Very good
- Speaking Very good

THAI

- Reading No
- Written No
- Speaking Little

COMPETENS AND ORGANIZING EXPERIENCES

I have worked in Europe and Asia,

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I know i be a great resource and accountable in any company, I have a big network within Europe but also in Asia in this business on all levels from customers, suppliers and also at competitors.

I am fair, open minded, engaged, purposeful, have high social competence, team player. I have very easy to create new contacts and be entrusted with other people.

Then I'm business driven and I put high demands on myself in my roll in a company and I want everyone to be jointly responsible for the goals and decisions we agree on.

Strong in strategic and tactical business negotiations delivering sustainable revenue and Ebit growth. Known for building businesses, improve efficiency and close deals under budget.

Extensive experience building strategic relationships in large accounts. Very good communicator, with excellent people skills

- 1) Full P&L in challenging markets.
- 2) E-Commerce Logistics, Fulfillment, investments
- 3) Logistic solutions & Transport logistics
- 4) Global Account Management.
- 5) Marketing and Sales Development and Management
- 6) Supply Chain Management
- 7) Project Management

Core competencies include: Enterprising • Problem Solving •Leadership • Strategic Thinking
•Networking • Analytic •Business Development • Critical Decision making

Entrepreneurial executive with solution oriented "can do" attitude and able to see a bigger picture.

Utilizing skills gained in warehousing, fulfilment, vendor management, supply chain management, general management, business development and sales.

FAMILY AND LEISURE TIME

I live alone, but have 1 daughter from previous marriage, she lives with her mother and we have good contact all 3 of us.

On my leisure time I like to spend my time with my family and friends. Im very interested of technology, sports I regularly play golf . We also like to traveling, so often we combined our trips with sports and relaxing. Wine and Asian history are other areas of interests.