

# MIKAEL KARLSSON

B.B.A., M.B.A.



## WORK EXPERIENCE

2009 - 2011

### FINANCIAL ADVICING

At Länsförsäkringar Stockholm

Stockholm

Guidance and sales with the mission to provide the best financial advice to private customers through putting together the best solution using various financial instruments.

2007 - 2009

### INSURANCE BROKER

At Länsförsäkringar Stockholm

Stockholm

Guidance and sales of the company wide range of insurances to private consumers depending on the specific customer's demand.

2006 - 2007

### ACCOUNT MANAGER

At Teleperformance Nordic

Stockholm

Account manager with Telia Sonera as taskmasters, due to good results in previous assignments, providing a full range of products to medium size corporate customers.

2005 - 2006

### PROJECT DEVELOPER

At Teleperformance Nordic

Stockholm

Start-up project with the objective to increase sales for an external client, which was accomplished through PERT and CPM in a handpicked team of high performance employees making decisions regarding everything from commission regulations to CRM system features.



## EDUCATION

2014 - 2015

### Master of Business Administration

At Bangkok University

Bangkok

Master thesis in motivational management, GPA: 3.80.

2012 - 2013

### Bachelor of Business

At Edith Cowan University

Perth

Double major in marketing and international business, GPA: 72.

2011 - 2012

### Diploma of Business

At Perth Institute of Business and Technology

Perth

Business 101 units, GPA: 71.

## CONTACTS



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## WHY ME?

What I can offer you and your company are new ideas in sales, management, business development and marketing with an urge to learn more and succeed within the department while streamlining current routines. My goal is to combine my experience in account management and business development with my skills in marketing strategies and management, and I am sure that I can deliver satisfactory results.

These facts in conjunction with my academic records, I know that I am a suitable applicant. I have always demonstrated good results in previous work places, both in terms of sales, customer satisfaction and internal satisfaction in relation to each follow-up.

In conjunction with this, I have always reached the set targets and budgets while I have provided customers with the desired products to meet their needs while working in diverse teams. Although, several tasks have been performed by myself individually, both options with great outcomes.



## WHY IN BANGKOK?

Three years ago, picturing Hong Kong as the main goal after Australia, I had a four day stopover in Bangkok. The liveliness, joyfulness and the feeling of that an opportunity is behind every corner immediately changed my mind. Instead, Bangkok became the new destination of choice in order to finish my studies and settle down.



## SKILLS

- Word
- Excel
- PowerPoint
- Salesforce
- Prezi
- Wordpress
- Marketing Strategy
- Business Development
- Sales Management
- Cultural Awareness



## LANGUAGES

Swedish

English

Thai

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