

## Contact

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(LinkedIn)  
e9n.dev (Personal)

## Top Skills

Revenue & Profit Growth  
Strategy  
Strategic Partnerships

## Languages

English (Full Professional)  
Norwegian (Native or Bilingual)

## Certifications

Generative AI - Sales AI Advisor  
Curriculum  
Generative AI - Technical AI Advisor  
Curriculum

# Espen Nilsen

Sr. Sales Manager (Data Storage Solutions) for Nordics, UKI,  
Benelux & META at Lenovo  
Oslo, Oslo, Norway

## Summary

I'm an experienced sales leader passionate about helping companies grow through innovative tech and AI-driven solutions. In my current role as Senior Sales Manager at Lenovo, I guide a talented sales team focused on data management and emerging technologies. I enjoy bringing people together, from product to marketing to professional services, to deliver great results for our clients and consistently exceed our targets.

My background spans sales, strategic planning, account management, and team leadership. I thrive on building lasting relationships, solving complex problems, and using AI insights to identify new business opportunities and drive continuous improvement.

Outside of work, I write at my personal blog, e9n.dev, where I share ideas on leveraging AI in business and life, technical sales, and growth mindset. Visit e9n.dev to learn more, read my guides, and explore the latest experiments.

Colleagues know me as a collaborative and down-to-earth professional who is equally comfortable diving into technical details or leading big-picture strategy. I am always open to connecting with others in tech, sales, and AI. If you would like to discuss ideas or potential collaborations, just reach out!

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## Experience

Lenovo

6 years 7 months

Senior Sales Manager (Data Storage Solutions) Nordics, UKI, Benelux  
& META

April 2021 - Present (4 years 11 months)

Oslo, Norway

- \* Responsible for driving sales of data management solutions
- \* Lead a team of sales professionals, developing and executing go-to-market strategies to achieve revenue targets
- \* Collaborate with cross-functional teams including product, marketing, and professional services to ensure customer needs are met

### Storage and Datacenter Sales Account Manager

August 2019 - April 2021 (1 year 9 months)

Norway

- Develop strategic, trust-based relationships with diverse clients in order to acquire new sales while ensuring continuous satisfaction and retention.
- Gain a deep understanding of customer needs and goals in order to recommend relevant products and services to add value to their businesses.
- Demonstrate strong knowledge of all industry trends, standards, and best practices as well as effective sales strategies and techniques.
- Leverage strong interpersonal and communication skills to generate leads and acquire new business.
- Comply with all internal and external regulations, protocols, standards, and best practices.

### NetApp

Solutions Engineer

July 2017 - June 2019 (2 years)

Oslo Area, Norway

- Maintain responsibility for all aspects of pre-sales engineering across the NetApp portfolio while specializing in the next-gen datacenter, including HCI, containers, and object storage.
- Cultivate trust-based customer relationships through dynamic and engaging presentations, conferences, and user groups.
- Support optimal customer satisfaction by performing post-sales outreach and follow-up.
- Promote a positive and knowledgeable work environment by training partners and new hires.
- Align objectives and bridge communications with partners to successfully respond to RFPs.

### Atea Norge

5 years 6 months

Senior Consultant

April 2016 - June 2017 (1 year 3 months)

Tromsø, Norway

- Played a key role as the specialist and Subject Matter Expert for Cloud, VMware and storage.
- Adapted to a variety of roles quickly and efficiently while maintaining a strong focus on delivering high-quality customer service.
- Gained extensive experience working with diverse servers, storage, and networks.
- Spearheaded and oversaw the apprentice program aimed at supporting the professional development and growth of new professionals.
- Contributed to company growth by supporting and facilitating sales processes as needed.

#### Consultant

January 2012 - March 2016 (4 years 3 months)

Tromsø, Norway

- Played a key role as the specialist and Subject Matter Expert for Cloud, VMware and storage.
- Adapted to a variety of roles quickly and efficiently while maintaining a strong focus on delivering high-quality customer service.
- Gained extensive experience working with diverse servers, storage, and networks.
- Spearheaded and oversaw the apprentice program aimed at supporting the professional development and growth of new professionals.
- Contributed to company growth by supporting and facilitating sales processes as needed.

#### Helse Nord IKT

IT Consultant

June 2010 - December 2011 (1 year 7 months)

- Tasked with overseeing the day-to-day administration and maintenance of server infrastructure, including Windows Server, Red Hat Enterprise, Linux, and VMware ESXi.
- Translated complex technical concepts into plain language while drafting and maintaining technical documentation.
- Spearheaded a range of diverse and innovative projects in close collaboration with cross-functional teams.

#### Tromsø Maritime Skole

Systemadministrator

October 2005 - June 2010 (4 years 9 months)

Tromsø Area, Norway

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## Education

Norwegian University of Science and Technology (NTNU)

Bachelor of Information Technology, Information Technology

UiT- The Arctic University of Norway

Bachelor of Interdisciplinary Studies