

Björn Stenberg

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Recently moved to the United States to be with my wife, I am therefor looking for a work opportunity in the Seattle Metropolitan Area, do not hesitate to contact on the information above.

Accomplished Project Management professional with 7+ years professional experience along with 2+ years in managing high value Fortune 500 client contracts. Proven track record of streamlining operations and maintaining schedules to ensure maximum client satisfaction and business revenue.

SOFTWARE/SYSTEM SKILLS

Agile | Microsoft Office | Outlook | ITIL4 | HTML5 | CSS | JavaScript | Communication | Logic Pro X | Waterfall

PROFESSIONAL EXPERIENCE

CGI AB – Stockholm, Sweden

Jan 2023 - March 2023

IT Project Manager – Infrastructure & Cloud solutions.

IT Project Manager adept in managing multiple projects, while collaborating to achieve company and client goals. Skilled in working to define project deliverables and guide complex projects.

- Area of focus was technical project management of transformation and transition projects linked to our (CGIs) infrastructures operating organization.
- Together with my PMO we constructed RFOs to meet customer specifications and needs.
- Managed project deliverables within approved timelines and budget guidelines through CPM.
- Worked to recognize patterns and bring forth solutions during pre-CAB and escalate important changes through e-CAB.
- Working with our clients to transfer their legacy data to cloud which will give them a sustainable digital growth.
- Collaborated cross-functionally to lead project teams to ensure deadlines and mitigate issues/risks.

BAHNHOF AB – Stockholm, Sweden

Feb 2019 - 2023

Senior Project Coordinator / Project Manager - Internet Solutions & Data Centers

- Manage and optimize effective internet solutions for Fortune 500 clients in Sweden (including Spotify, EA, Sony, Ubisoft & Bonnier) through tailoring and customizing services to their specific needs.
- Manage planning and coordination of internet/data products and services inclusive of delivery activities to ensure accurate and timely deadlines are met.
- Act as the one-stop-shop for clients, subcontractors, and internal stakeholders regarding various projects to aid in solving delivery and project related inquiries or concerns.
- Work cross functionally with internal partners such as system management to create documents and tutorials on best practices on how to register new PaaS, IaaS, BaaS, FWaaS och SaaS for new and existing clients.

- In charge of ensuring the implementation of products in databases to ensure accuracy of delivery of future products and sales agreements/contracts.
- Responsible for verifying agreements made with clients to eliminate potential unpaid invoices through diligent QA and investigating the client company's economy and credit information.
- Responsible for mitigating risks worth 80M SEK/\$10M USD in FY20 through meticulous quality assurance on client contracts and managing cross functional teams' deliverables.
- Act as the main mentor for both new and junior members from both an onboarding and career development standpoint. Created documentation and materials to expedite and ensure smooth onboarding experience for new team members.
- Analyze client needs to identify future optimization opportunities for CSAT improvements – built a new intake process for new clients in order to expedite contract QA process internally. Yielded +15% increase in MoM contracts.

PRESIDENTS INSTITUTE – Malmö, Sweden
Admissions Manager

Jan 2016 – April 2017

- Managed 30+ C-level clients and their involvement in our network groups by revising their feedback and concerns on a six-month basis to ensure sufficient commitment and mitigated potential revenue loss.
- Responsible for recruiting eligible new clients to the broader network through networking events.
- Initiated first contact with new and existing clients to discuss how their current needs could be met through our specific service.
- Assisted clients on businesses and personal leadership skills through facilitated advisory peer groups and educational lectures.
- Actively strategized with product managers to gauge clients needs and expectations to provide customized lectures and networking meetings.
- Helped develop and deliver networking initiatives to optimize interest for our C-level clients such as inviting influential speakers and relevant topics.
- Strategized and proactively worked with clients to identify needs to provide customized solutions such as matching client needs with the needs of other C-level clients to retain the highest possible ROI.
- Developed high-level pipelines to build and accelerate future opportunities by ensuring CSAT through relationship building and delivering results to the clientele.

STENBERG MANAGEMENT & CONSULTING – Malmö, Sweden
Founder & CEO

Dec 2016 – Feb 2017

- Operated a niche administrative business aimed at the healthcare/psychology system while maintaining a full-time career.
- Managing a client's administration responsibilities.
- Working in close contact with the regions healthcare to ensure sufficient information regarding my client's patients

- Responsible for all financial decisions, invoices, payments, and registrations worth 1M SEK/\$120k USD in yearly revenue for the client.
- Optimized workflow and effectivity by creating a time-management schedule for the client which resulted in an increase of +25% efficiency and saved operating costs by 20 000 SEK/\$2400 USD which is estimated 20 hours per month.
- Responsible for identifying, organizing, and interpreting classified information to provide sufficient data-input.

EDUCATION

LUND UNIVERSITY – Lund, Sweden

2012 – 2015

BA: Service Management

- Focus areas: organizational leadership, economics, and marketing.

SANTA BARBARA CITY COLLEGE – Santa Barbara, CA

2009 – 2011

Associates Degree: English Literature, Music Production

- 3.4 average GPA

LANGUAGE SKILLS

Native/Fluent: Swedish and English