

# Tienne Jonback

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## About Me

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Swedish woman with 18 years of sales experience who is currently in the process of moving to Portugal in order for my son to be closer to his father. I'm a fast learner with experience across many industries including BIM/SaaS/Tech/3D-advertisement/Conferences/Media/Travel. The last few years I've been working towards the architect-, real estate- and construction industry. I use a consultative sales approach and have experience with building sales strategies, leading sales teams and streamlining business processes. I'm also a certified media advisor with the know-how on how to set up effective marketing strategies across industries.

In my spare time I like to stay active by spending time in nature, photographing, exercising at the gym and doing various sports. I also love to learn new things and you'll rather find me watching documentaries and reading up on an interesting subject than watching TV-shows.

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## Experience

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### MagiCAD / BIM/CAD/SaaS

#### Key Account Manager

NOV 2022 - JUL 2024, STOCKHOLM, SVERIGE

Responsible for all the largest global client accounts which entailed a lot of custom client presentations, internal collaborations and development of new product ideas.

### Nordic BIM Group Sweden / BIM/CAD/SaaS

#### Head of Sales

AUG 2021 - NOV 2022, STOCKHOLM, SVERIGE

After 2 months as an Account Manager I got promoted to Head of Sales, managing a team of 7 sales people with full personnel responsibility.

### Freelancer / Sales and Marketing

#### Sales and Marketing Consultant

OCT 2015 - JUN 2019, VARNNA, BULGARIEN

Marketing Strategist and Account Executive, working with numerous companies across different industries.

### Scandinavia Online AS / News Media

#### Executive Account Manager

MAJ 2014 - OKT 2015, OSLO, NORGE

Media sales where I more than tripled my yearly sales target.



### 50 Hours / Event Travel Company

#### Head of Sales & Marketing

OKT 2011 - JAN 2014, FREIBURG, TYSKLAND

Responsible for 50 Hours' sales and marketing strategy and execution.

### 3D Exposure / Patented 3D Technology/Advertisement

#### Nordic Business Manager

MAR 2009 -MAR 2011, STOCKHOLM, SVERIGE

Startup company where I signed an exclusivity agreement with one of the two largest OOH ad companies in the world for all of their 3D ads.

### IQPC / Summits & Conferences

#### Account Executive

JUN 2007 -MAR 2009, STOCKHOLM, SVERIGE

Broke all-time sales revenue record during the financial crisis in 2008, ultimately saving the company from having to close down the office.

### Apple / Technology

#### Sales Representative

OCT 2007- DEC 2007, CORK, IRELAND

Won a sales competition for highest cross sales revenue during my very first month as a sales person.

### IBM / Technology

#### IMAC Coordinator

2005 - 2007, DUBLIN, IRELAND

Was hired to create new and streamline existing internal workflow processes while coordinating all the service teams and being responsible for distribution management.

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## Courses

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### The Executive / Mikael Arnt

2021 - 2022, STOCKHOLM, SVERIGE

Leadership training focused on leading sales teams.

### Archicad Basics / Graphisoft

JUL 2021 - AUG 2021, STOCKHOLM, SVERIGE

Basic course in Archicad aimed at working architects.

### Strategic media- och communications advisor / Kreativt Forum

2014 - 2015, OSLO, NORGE

Certification course for media and communication advisors.

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## Languages

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### Professional / Swedish, English & Norwegian

### Intermediate / Danish

### Basic / German

