

CARL COLLIN

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Driven and dedicated professional. Focused on people, operations and development. Motivated and enthusiastic with experience across various industries, such as: SaaS, Engineering and IT. Available immediately for any type of SaaS and or recruitment/management role within the Stockholm region. Working with sales and having the opportunity to meet new people is important to me. My goal is to find the the perfect job, where I can stay, prosper and contribute for many years to come!

WORK EXPERIENCE

2024 AUG –

PROJECT MANAGER/CSM

POSTRACK EUROPE AB, VÄSTERÅS, SWEDEN

Postrack is a SaaS & IoT company with an inhouse r&d department.

I led the implementation of the companys new tracking equipment for our customers, this involved managing over 20.000x trackers to over 100x different clients, clients in Sweden but also in Norway and Denmark. I was responsible for the project, from planning to execution. With the help of customer support and onsite managers. I kept a close relationship with our customers, customer support and research & development departments to succeed in this role. I worked in Saleshub, Salesforce, Excel and Word, used canvas and other systems to help me keep everything well-documented and to keep the stakeholders well-informed with weekly presentations and meetings.

2023 AUG – 2024 AUG

BUSINESS MANAGER/CONSULTANT MANAGER

AKKODIS, VÄSTERÅS, SWEDEN

Akkodis is a global consultant company, a sister company to Adecco.

I led the strategic development and growth of the IT-section in Västerås. Mainly focused on identifying and attracting top tier talent to Akkodis, such as: Engineers, IT-consultants, project managers and managers. Aswell as keeping a close relationship with our clients and identifying new business opportunities. I held personnel and work environment responsibility, for about 10 consultants. I was also part of the local management group at Akkodis, and I was part of the management committee at EC-education, for new Java and Frontend developer students. In this role as a whole, I had to use a lot of my connections, to gain new business opportunities, new deals, and push the IT-section forward. I succeeded in this role, after 8-months my sales brought in 33% of the office's total revenue each month. I only worked with major accounts, such as: Abb, Volvo, Hitachi.

2022 OCT – 2023 AUG

BUSINESS MANAGER/CONSULTANT MANAGER

A-HUB, ÖREBRO, SWEDEN

A-hub is a an IT/Tech consultant company

I worked alot with new client acquisition and upselling & cross-selling to existing clients. I recruited IT-consultants, Engineers and project managers to the Mälardalen region of Sweden. I held personnel and work environment responsibility, for about 8 consultants. I only worked with mid/major accounts such as: Abb, Volvo, Hitachi and medium accounts, such as: Stadler. To name a few.

2022 JUN – 2022 SEP

PURCHASING MANAGER/PRODUCTION LEAD

CONSOLIS, NORBERG, SWEDEN

Consolis is a concrete company operating nationally and internationally.

I managed approximately 30 employees across five departments, focusing on maintaining a positive work environment. I worked closely on quality standards, strategy development, implementation of new processes, and full-site production digitalization.

2021 MAY – 2022 APR

SALES- AND ACCOUNT CONSULTANT MANAGER

LERNIA, VÄSTERÅS, SWEDEN

Lernia is a state-owned consultant company based in Sweden.

I led a consultant group of about 120 blue/white-collar consultants working at: Abb, Volvo Epiroc, to name a few clients. I provided strategic staffing support to my clients, following the ups and downs of the market. I single handedly managed the entire chain, from getting the "ok" from the client, to finding the appropriate consultant, to onboarding the consultant, aswell as followup and monthly check-ins to ensure quality and performance.

2009 - 2021 MAY

VARIOUS ROLES AS MANAGER AND CONSULTANT

VARIOUS COMPANIES, VÄSTERÅS/STOCKHOLM/GOTLAND, SWEDEN

Various jobs in both the private and public sector.

I opened up 6 restaurants and 2 stores, worked as a normal blue-collar consultant for many years aswell. Please ask me if you are interested in knowing more.



EDUCATION



2023-2024

COURSERA AT YALE-UNIVERSITY

- I studied two courses, - The art of well-being and Connected leadership

2016-2018

COMMUNITY COLLAGE

- I studied various courses, mainly psychology and sales

ACTIVITIES AND INTERESTS

- Traveling
- Family
- Art
- Snowboarding
- Golfing