

# Yousuf Blomqvist

## 👤 Profile

Driven sales professional with expertise in lead generation, market analysis, and fostering client relationships to drive business growth. Skilled in identifying opportunities, delivering tailored solutions, and collaborating with cross-functional teams to achieve strategic goals. Committed to contributing to organizational success through effective pipeline management, customer engagement, and innovative sales strategies.

## 📁 Employment History

### Sales Development Representative at Fingerprint Cards AB, Gothenburg

July 2024 — Present

- Identified and converted high-quality leads across AMAC, EMEA, and APAC regions to drive biometric solution adoption.
- Built strong relationships with access control, payment, and secure data handling industries, delivering tailored fingerprint and IRIS solutions.
- Collaborated with sales teams to align goals, manage CRM pipelines, and ensure timely follow-ups.
- Maximized opportunities from global events and tradeshow, strengthening Fingerprint Cards AB's market leadership.

### Digital Project Manager at Abdul LatifJameel Enterprises, Jeddah

January 2023 — January 2024

(Abdul Latif Jameel is a family-owned diversified business, Operating as the target Toyota distributor and has a presence in over 30 countries across six continents.)

- Led cross-functional project teams across healthcare, media and entertainment, and charity sectors, ensuring successful delivery of key initiatives.
- Collaborated closely with stakeholders to develop comprehensive product business plans, aligning project goals with organizational objectives.
- Used Agile methodologies to manage projects and ensure timely delivery of high-quality products
- Developed and maintained good working relationships with vendors and contractors, resulting in improved customer service and satisfaction

## Details

Surte  
Sweden  
0735104163  
[blomqvistyouusuf@gmail.com](mailto:blomqvistyouusuf@gmail.com)

## Skills

Lead generation and qualification

Strategic account management

Agile Project Management

Project Planning

Market research and competitive analysis

Sprint Planning

Task Management

PM tool knowledge

Process Management

Balanced Scorecard

Microsoft 365

JIRA

Market Research

Agile & Waterfall Management

## Languages

English

Arabic

Swedish

Urdu

### **Project coordinator at Abdul LatifJameel Enterprises, Jeddah**

October 2021 — January 2023

- Developed and maintained detailed project documentation that enabled effective tracking of project progress and facilitated collaboration
- Developed and maintained spreadsheets to track project progress, enabling accurate reporting of project status
- Identified and resolved project issues quickly and efficiently, minimizing their impact on project progress

### **Sales and Marketing Agent at The Ritz Carlton Hotel, Jeddah**

December 2017 — December 2018

- Generated new leads and opportunities through networking, cold-calling, and other sales & marketing techniques
- Conducted market research and developed a comprehensive marketing strategy to generate leads and increase sales
- Created a sales tracking system that monitored and reported on sales performance

## **Education**

### **Master of Business, Jönköping University College, Jönköping**

April 2019 — July 2021

Graduated with JIBS Evaluator certificate, 2021

### **Bachelor of Science in Marketing, Linneuniversitetet, Vaxjo**

April 2013 — July 2016

## **Internships**

### **Digital Marketing Consultant at Accenture**

November 2020 — May 2021