



Sandra Oghlikhani
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SUMMARY

Driven and skilled at building relationships, with a strong focus on profitability and analytical ability. I have a background in the insurance industry, IIoT, and cybersecurity. I am a positive, attentive, and forward-thinking colleague who strives to highlight the positive in everyday work.

WORK EXPERIENCE

09 2024 - nuvarande **Business Development Manager, Admin By Request**

Consultant via Adecco. As a Business Development Manager, I help drive growth strategies, manage existing business, and identify and create new business opportunities. Currently working in cybersecurity, focusing on the PAM (Privileged Access Management) system.

05 2023 - 07 2024 **Channel Partner Manager, HMS Networks, Sweden**

- Responsible for the development of HMS Networks' Nordic partners, including distributors, resellers, and e-retailers in Sweden, Norway, Denmark, and Finland.
- Built and maintained relationships with over 10 strategic partners within IIoT. Collaborated closely with engineers, product managers, business development leads, the marketing department, and partners to ensure efficient operations and achieve business goals.

12 2022 - 05 2023 **Account Manager, Våning 18 , Sweden**

- Engaged in outbound sales and managed individual budgets to enhance customers' visibility on Google through performance marketing.
- Sold services including Google Ads, Search Engine Optimization (SEO), and website development, working closely with technicians to understand customers' businesses, achieve the best results, and build long-term customer relationships.

04 2018 - 12 2022 **Insurance advisor, IF P&C Insurance , Sweden**

- Provided tailored insurance solutions focused on ensuring customers have the right coverage. Assisted clients in reviewing their household insurance, including home, auto, and personal policies.
- Awarded 'Life Saver of the Year' for selling the most personal insurance policies in the company. One of five winners of the internal competition 'CC Journey,' where our processes were measured and evaluated over a seven-month period.
- Selected for the 'Nordic Senior Advisorship Program' as one of 20 advisors. Deepened my expertise in the insurance industry alongside the company's leaders.

EDUCATION

- 04 2013 - 06 2016 **Social Sciences Programme, Sannarpsgymnasiet, Sweden**
Focused on political science, I participated in EU role-playing during my third year, representing England with a team of five women, and we won. Additionally, I completed "LUSEN," an intensive training program, spending a day in the wilderness with a military regiment.
- 04 2015 - 05 2015 **Internship , Leaders Middle East Magazine, Dubai**
An internship in Dubai where I assisted with preparations for the 'Power Woman Debate' at the Dubai City Council. The conference aimed to start a dialogue with successful women entrepreneurs from the Middle East. The event was featured on CNN

COURSES

- 07 2024 - 07 2024 **Agile project management, Agilcoachen**
Agile project management with LEAN, Scrum, DSDM, MoSCoW, Kanban

SYSTEMS

MS Office (Excel, Teams, Word), Different CRM systems, PIM, Basic understanding of Google Ads/Seo

REFERENCES

References available upon request.