



## CURRICULUM VITAE

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### RESUMÉ

As Account Executive and Sales Director in IT, Banking and Financial Services, I have successfully managed and closed complex and strategic deals, reached high sales targets, developed fruitful relationships and coordinated the internal teams with the focus of delivering optimal solutions. I have been targeting strategic accounts; tier one Nordic banks and multinational Nordic corporates in various businesses. I am socially skilled, solution oriented, energetic and a passionate team player who thrives in a professional and client centric environment.

### SALES ACHIEVEMENTS

	Accretive		TCV
	Target	Achieved	corresponding
FY22	1.050 MUSD	157%	+17 MUSD

### PROFESSIONAL ACHIEVEMENTS

Successfully driving and closing complex and strategic deals and thus meeting targets, in Treasury & Capital Markets, Trade Finance, Core Bank system, Payments, Multinational cash and liquidity solutions as well as pre-packaged, subscription-based support models, etc.

Turned around clients at risk into buying additional software and support.

Achieved high satisfaction rating (Net Promotor Scores)

Forecast and pipeline management

Mentoring and supporting new colleagues

### Sales & Business Development

Sales of Appian platform for Process Automation, software, projects, and consultants, both farming and renewals to banks and insurance companies

Account Plan management; develop, implement and execute

High deliverance on sales targets of Treasury Solutions to Nordic corporates

Presentation skills

Negotiating pricing and legal agreements

Profit & Loss Monitoring

## EMPLOYMENT HISTORY

### **Appian, Account Executive**

**Oct '22 – May '23**

Selling the Appian Platform for Process Automation; driving major enterprise accounts, establish relationships and connect across all levels of the customers.

### **Finastra, Sales Executive**

**Aug '20 – Oct '22**

Create and manage a strategic territory, maximize sales resources and revenue opportunities, understand market drivers, and collaborate with both the client and internal stakeholders to overcome potential impediments and to use a consultative sales approach to develop account plans and identify specific needs for each prospect

### **Tieto Corporation, Senior Sales Director**

**Aug '15 – Sept '19**

Leading sales including sales plans, objectives and strategies to large banks in the Nordic region. Drive, develop and direct the sales team to achieve objectives and goals, grow business, manage accounts, develop and prioritize opportunities. Responsibility for net sales and customer satisfaction for both new and on-going business.

### **J.P Morgan, VP Treasury Services**

**Aug '11- Dec '14**

Global responsibility for large corporate clients in the Nordic region for all products/services related to Treasury Services i.e. Cash Management, Liquidity Solutions, Trade Finance, Supply Chain Management and Cards

### **Deutsche Bank, VP Senior Sales Manager – Cash Management Nordics**

**Jan '09- Aug '11**

Responsible for developing and maintaining global business, targeting the 100 largest Corporate Clients in the Nordics; new sales, revenue retention, growth and profitability enhancement

### **Fortis Bank, Head of Nordics, Cash Management Sales**

**Jan '06 – Dec '08**

Successfully establishing Fortis as a bank and Cash Management service provider to Merchant Bank clients in SE & DK. Head of the Swedish Mid-Office and member of the local steering committee

### **ABN AMRO, Cash Management Sales**

**May '95 – Aug '05**

Corporate Cash Management Sales focusing on listed Swedish multinational companies within the area of International Cash Management

### **EDUCATION, University of Stockholm**

**1989- 2003**

Bachelor of Business Administration with Major in Management