

# Diana Jansson



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Stockholm , Sweden



## ABOUT ME

I am a dynamic and creative professional with an entrepreneurial spirit, characterized by strong self-motivation and unwavering integrity. As a team player who thrives on challenges, I combine critical thinking with solution-oriented problem-solving skills. Eager to develop a strategic mindset, I bring a high level of operational energy to every endeavor.

## SKILLS

### Project Management



### HR Administration



### Team Management



### Negotiation skills



### Workforce Planning



### Business & Procedure Development



## WORK EXPERIENCE

### Business Development Executive

Unit4 / Stockholm / Jul 2021

- Drove sales via outbound prospecting and innovative tactics.
- Crafted account strategies, engaging stakeholders for closing deals.
- Gained deep market insight to ensure high-quality sales opportunities.
- Partnered with clients to overcome barriers and drive sales solutions.
- Recorded and reported prospect interactions efficiently and effectively.
- Generated Marketing Qualified Leads to expand the APAC pipeline.
- Engaged executives with calls, emails, and LinkedIn outreach.
- Devised plans to meet targets through activities and campaigns.
- Managed live website chat and handled online inquiries.
- Identified growth opportunities in new and existing customer bases.

### Key Account Manager

K3 Technologies / Jul 2019 - Jan 2021

- Cultivated top-tier client partnerships for peak revenue
- Resolved major client issues, enhancing satisfaction
- Liaised between VIP clients and teams for seamless service
- Led account teams to deliver exceptional client support

### Business Development Manager

Ironin.it / Dec 2018 - Jul 2019

- Spearheaded B2B project-based collaborations with Jobhouse, enhancing business development initiatives.
- Crafted and executed sales strategy with CEO & Ops team.
- Expanded iRonin's market presence & refined offerings.
- Leveraged tech expertise to boost brand & enter new markets.
- Analyzed IT industry trends to secure new connections and diversify service promotion strategies.
- Committed to elevating client satisfaction and fostering enduring relationships with both existing and prospective customers.
- Drove customer base expansion and facilitated team scalability through strategic planning.
- Skilled in high-stakes negotiations with key stakeholders and potential clients.
- Represented the company at European trade fairs, reinforcing brand recognition and establishing market connections.

### Onsite Manager

Maxima Europe / Nov 2017 - Dec 2018

- Spearheaded B2B project-based collaborations with Jobhouse, enhancing business and sales outcomes.
- Crafted and executed strategic business and sales initiatives in synergy with the CEO and Operations team.
- Managed a 26-member onsite team at Statestreet, ensuring operational excellence.

## Leadership & Team Building

## Business Strategy & Execution

## Training & Coaching

## Client Management

## Service Level Agreements

## Efficiency Improvements

## Sales Development

## sales

## LINKS

### LinkedIn:

<https://www.linkedin.com/in/diana-j-8bb63612b>

## LANGUAGES

### Swedish

### English

### Polish

- Played a pivotal role in HR processes, from recruitment to seamless onboarding of new hires.
- Assisted the Head of HR in securing visas for international employees, facilitating global talent acquisition.
- Drove customer satisfaction, contributing to the retention and acquisition of clients.
- Fostered customer base expansion and team scalability through strategic planning and execution.
- Skilled in stakeholder negotiations, adept at securing favorable outcomes.
- Represented the company at European fairs, showcasing brand value and expanding market presence.

### Key Account Manager

Omidia / Jul 2016 - Nov 2017

- Spearheaded B2B collaborations with Jobhouse, enhancing strategic partnerships.
- Co-developed and executed business and sales strategy with CEO and Operations team.
- Led new business opportunities and managed client relationships within the TSL industry.
- Drove sales growth and market expansion in the Nordic region.
- Focused on elevating customer satisfaction and engaging in high-level stakeholder negotiations.
- Represented the company at European trade fairs and client meetings, increasing brand visibility.
- Skilled in contract negotiation, securing favorable terms for the company.

### Supply Chain Planner

Staples / Jan 2015 - Jul 2016

- Spearheaded Supply Chain operations for Sweden and Denmark, ensuring robust efficiency.
- Maintained proactive communication with warehouse teams to monitor stock levels, coordinate vendor shipments, and manage orders.
- Optimized inventory management by reducing overstock and eliminating obsolete items.
- Executed Request for Quotation (RFQ) processes with precision and strategic negotiation.

### Sales Manager / IT Support

Teliasonera / Jan 2010 - Jan 2015

- Managed the configuration and deployment of user accounts, ensuring seamless access and system functionality.
- Delivered tailored IT solutions to enhance business operations and productivity.
- Spearheaded TCP/IP networking projects, including ADSL and fiber optic installations, for new client acquisitions.
- Drove B2B and B2C sales by effectively marketing and selling Teliasonera's innovative solutions.
- Consistently maintained and met sales targets to uphold the department's revenue objectives.

## EDUCATION

Högskolan Väst Leadership Management Law and Business Organization / Culture Studies

University Diploma / 2008

**Sydsåkanska Gymnasiet Business & Sales Administration**  
**High School Diploma / 2001**