

November, 2016

## CV – JONAS MARTINSSON

### Summary

I have more than 20 years experience from a large global company and hands on work in the Nordic countries. During the last decade as sales, business and market developer in the industry and project manager on projects which benefited from; market development, product development, product implementation, implementation of procedures, sales efficiency, quality assurance and contracts. I am certified project manager according PRINCE2® and educated LEAN Manager.

The above experience in conjunction with that I am customer focused, result orientated with an international mindset and high level of credibility. I am structured with an eye for relevant details and a team player with drive who work hard. I am a work capacity that looks forward to create positive results for you.

### Work and experience

#### Sales

**Air Liquide Gas AB** (*Air Liquide is the world leader in gases, technologies and services for industry, health and the environment, and is present in over 80 countries with 68,000 employees. In the Nordics are 500 employed. Oxygen, nitrogen, hydrogen and many other gases are at the core of Air Liquide's activities. Using these molecules, Air Liquide continuously reinvents its business to anticipate the needs of current and future markets and meet its customers' needs...more information on [www.airliquide.com](http://www.airliquide.com).)*)

June 2014 – current, Region North based in Stockholm

Sales representative, Research and Analysis:

- ✓ Create and maintain relations at all levels in different end user segments
- ✓ Segments: Research and Analysis in all public and private environments
- ✓ Signing contracts
- ✓ Monitor customers, competitors and new development in the district

#### Independent Coursework

2010 – 2013, Copenhagen

Copenhagen Business College & Rovsing Management

Project Management, LEAN Management and Marketing

#### Project manager - Industrial cylinders

Air Liquide

November 2008 – October 2009 (11 months) Nordic, based in Copenhagen

*Project manager, to increase sales and implement supply chain efficiency on small industrial cylinders in the Nordics.*

Part of my responsibilities was:

- ✓ Map and establish new point of sales through distributors, network
- ✓ Establish sales contracts, and negotiate with the new distributors of contract terms
- ✓ Implement efficiency in the supply chain – trough different new setups of handle and distribute the products
- ✓ Geographic evaluation of implementing new distributors close to the end user
- ✓ Work close with regional distributors, account managers and jointly promote the products in sales campaigns

**Some of the result was: Map sales points, establishment of sales and distributor contracts**

## **Business and market developer, pharmaceutical and biotech in the Nordic region**

### **Air Liquide**

March 2004 – November 2008 (4 years 9 months) Nordic, based in Copenhagen

Part of my responsibilities was:

- ✓ Surveillance and follow trends, competition and innovation in the Nordic market
- ✓ Follow changes in pharmaceutical regulation and standards
- ✓ Visit customers together with regional salespersons
- ✓ Lead and coordinate quality audits from customers
- ✓ Train and support regional salespersons in products, routines, offers and pharmaceutical regulations
- ✓ Promote offers to customers in Denmark, Sweden, Norway and Finland
- ✓ Networking with European colleagues and drive the business further

**Some of the result was: The sales doubled in the pharmaceutical segment during this period**

## **Project manager – Implementation of CE Mark for medical device, in Sweden**

### **Air Liquide**

May 2008 – October 2008 (6 months) based in Copenhagen

*The CE mark was a demand to win a big hospital tender, the CE mark is mandatory for gasses used as medical device.*

Part of my responsibilities was

- ✓ Creation of two technical files following the Council Directive 93/42/EEC
- ✓ Document, implement and execute necessary changes in routines and procedures in supply chain
- ✓ Implement and document the routines in the existing quality management system (ISO 9001)

**The result was: Two technical files and the CE mark for 2 products within a short timeliness - we won the tender**

## **Project manager – Implementation of Supply contracts for bulk delivery, in the Nordic region**

### **Air Liquide**

March 2007 - April 2008 (1 year 1 month) Nordic, based in Copenhagen

Part of my responsibilities was:

- ✓ Coordinate legal aspects, legal terms and conditions to correspond in the four countries
- ✓ Secure the different levels of service in the contracts to correspond to HACCP and Pharmaceutical standards
- ✓ Set up technical procedures related to the different service levels in the contract
- ✓ Training of the regional sales persons in the legal and commercial aspect of the contracts
- ✓ Training of the customer service in the use of the contracts, and the setup and impacts in SAP

**The result was: Six contract types in 5 languages Danish, Norwegian, Swedish, Finnish and English and a joint structure in the Nordic region**

## **Project manager – implementation of pharmaceutical offer**

### **Air Liquide**

January 2004 – December 2006 (3 years) Nordic, based in Copenhagen

*Air Liquide had developed a dedicated offer to the pharmaceutical industry - Phargalis™. The offer should be implemented in Sweden, Denmark and Norway.*

Part of my responsibilities was:

- ✓ Document the routines and procedures in the production processes and supply chain and implement in the quality management system
- ✓ Secure that the production and supply chain follow the GMP (Good Manufacturing Practice) spirit
- ✓ Train and educate the plant operators, bulk transportation chauffeurs, salespersons and technicians in the routines and demands of the pharmaceutical industry
- ✓ Secure that the analytical instruments and procedures follow the pharmaceutical standards
- ✓ Set up and create marketing material, as brochures
- ✓ Establish legal supply contracts to match the offer

**Some of the result was: New business signed due to that the offer fulfills the stringent pharmaceutical demands**

## Project manager – microbial contamination in compressed gasses

### Air Liquide

March 2004 – March 2006 (2 years) Nordic, based in Copenhagen

*Air Liquide had developed an innovating method to analyze the bio-burden in compressed gasses, the method should be implemented in Sweden and Denmark.*

Part of my responsibilities was:

- ✓ Be the expert in bio-burden/microbiology contamination in compressed gasses
- ✓ Evaluate and map the potential market
- ✓ Audit and evaluate the competence of analytical laboratories as subcontractors and agree upon terms of collaboration in Sweden and Denmark
- ✓ Establish legal contract between Air Liquide and customers
- ✓ Establish routines and procedures and train service technicians to perform the microbial sampling accordingly
- ✓ Coordinate the logistic from the technical pre-visit to the final execution of the analytical service

***Some of the result was: A successful pilot project at a major pharmaceutical industry, where the sampling and analytical method was accepted and a frame agreement was signed***

## Sales

### Air Liquide

February 2000 – March 2004 (4 years 1 month), Zealand Denmark and South of Sweden, based in Copenhagen

Sales representative, specialty gas and related products and services with the following responsibilities:

- ✓ Create and maintain relations at all levels in different end user segments
- ✓ Segments: life science, food, R&D, hospital, automotive, chemical, fine chemical, environment and electronic
- ✓ Signing contracts
- ✓ Monitor customers, competitors and new development in the district
- ✓ Execute price regulations

***Some of the result was: Long term relationship, contracts signed with several customers***

## Production and distribution planner

### Air Liquide Gas AB

June 1990 – January 2000 (9 years 7 months) Malmö and Stockholm, Sweden

In the national specialty gas production and distribution center

Part of my responsibilities was:

- ✓ Responsible for the production planning in the national specialty gas production center
- ✓ Super user in SAP for the PP module, from 1998
- ✓ Responsible for the national distribution planning from the production center
- ✓ Responsible for the local Stockholm and Mälardalen distribution planning from the production center
- ✓ Stock control and issuing of purchase orders of imported gasses

***Some of the result was: I was asked to relocate to Copenhagen, Denmark to work with sales and marketing***

## Postman

### Posten AB

June 1988 – March 1990 (1 year 9 months) Lund, Sweden

My responsibility was: Delivery of city mail

## Language

- ✓ Swedish, Native proficiency
- ✓ Danish, Full professional proficiency
- ✓ English, Full professional proficiency
- ✓ Norwegian, Limited working proficiency
- ✓ German, Elementary proficiency

## Education and training

- ✓ 2013 LEAN Manager, Rovsing Management in Copenhagen, Denmark
- ✓ 2012 Online Marketing, (SEO, SEM, Social Media) – Rovsing Management in Virum, Denmark
- ✓ 2012 PRINCE2® Foundation certified – APMG-International, License 02563065-01-NKEL
- ✓ 2010 Project management – Niels Brock, Copenhagen Business College, Denmark
- ✓ 2007 Project management training – internal Air Liquide, Ballerup in Denmark
- ✓ 2004 Introduction to GMP, Good manufacturing practice – internal Air Liquide, Taastrup in Denmark
- ✓ 2003 Sales technique based on NLP (Neuro Linguistic programming) – Asisco in Copenhagen, Denmark
- ✓ 2000 Sales technique based on NLP (Neuro Linguistic programming) – Combinera AB in Åkersberga, Sweden
- ✓ 2000 Sales – conversation technique – Learning Skills in Copenhagen, Denmark
- ✓ 1998 SAP R/3 basic course – Siemens in Taastrup, Denmark
- ✓ 1998 Production planning and material flow, extension course – SIFU in Borås, Sweden
- ✓ 1997 Production planning and material flow, basic course – SIFU in Borås, Sweden
- ✓ 1989 Technical school, 2 years, gymnasium – Polhemsskolan in Lund, Sweden

## IT-competence

Good user level in:

- ✓ Microsoft Office, Google apps
- ✓ SAP (I was project manager for implementing part of the PP module in 1998, and project manager for specific areas in contracts and pricing in 2008)
- ✓ Lotus Notes, Adobe Acrobat

## Personal

Born:

1971 in Lund, Sweden.

Places I have lived:

I moved to Stockholm in 1991 and relocated to Copenhagen, Denmark in year 2000. In the first half of 2016 I moved back to Stockholm again.

Family:

I am single with no children. My parents and my brother with family lives in Sweden

Abroad/Travel experience:

I lived in Denmark for 16 years and I like to travel and experience other cultures. I have been in 30+ countries in Europe, North & South America, Africa and Asia

Interest:

I like to exercise by running and have performed some half marathons. Skiing, biking, tennis and football are also fun activities. Otherwise I enjoy photography, cooking and just hanging out in my local surroundings

## References

My references can be handed out upon request