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Sören

Is an ambitious person only satisfied when the depth, breadth and length of an assignment has been fully explored regardless of the task at hand or the demand the task entails whether it be client or company related.

I am a proven leader able to enhance the results of any given assignment as well as further improving the reputation of the company I represent.

I am of high moral fiber which of course consists of being totally loyal to my employer and working colleagues.

It comes naturally for me to create and develop new and existing business opportunities. I enjoy the business making process, I enjoy the challenge of reaching goals and this I believe is achieved through cooperation, empathy and an understanding of all factors in the business making equation.

I'm now looking forward to new challenges within an organisation which appreciates that success is a result of both product and person.

I understand that I cannot achieve total success alone nor would I wish to. A competent leader completes an assignment in cooperation with others in the team.

I enjoy and derive satisfaction from being able to motivate my colleagues to reach their full potential –Then have I truly succeeded!

Career to date

FS ProfLog AB

Liber Distribution AB recently changed name from Liber Distribution AB to FS ProfLog AB. We were bought by a company called Förlagssystem AB. Since 2011-09-01 we no longer belong to Liber AB.

FS ProfLog is a corporation offering services within communication and logistics mainly regarding books. www.fsproflog.se

2011 – FS ProfLog AB, Manager of Business Development and Sales

First of December 2010 my challenge changed to lead and develop within Sales and business development. It also is my challenge to operate and manage the customer service department the company offers to its customers. I also have overall responsibility for our IT. This applies primarily to contact and ensuring system, system suppliers and those services and partnerships to develop positively.

2008 – 2011 – Liber Distribution AB, Production Manager

My role as Production Manager has mostly been a change in the decision points in the production. To coach coworkers, change processes and to create opportunities for streamlining including new storage systems and automation.

As a member of the management team I also work with global business issues such as organizational, contractual issues and ensuring the quality and lead times in our logistic flows.

My background in previous jobs and training allows me to also help in marketing and sales issues.

Komplätt Digital Produktion

is a digital production agency that helps advertising agencies, printing companies and corporate customers to complete digital printing, photo, big format printing and handling original - quickly, flexibly and accurately.

www.komplatt.se

2007 – 2007 Business Consultant and Sales

A small business that has grown rapidly, with good profitability was in need for external consultation to organize themselves for continued growth. I helped with the acquisition of a system, preparation for hiring salespeople, as well as mapping a action plan for continued growth and profitability.

Strömberg Distribution i Huddinge AB

Strömberg is a corporation offering services within communication and logistics. The corporation is based on four distinct areas of business; Campaign processing, It systems, communication automation and logistic optimising. Strömberg Distribution Huddinge is one of four subsidiary companies within the Strömberg concern which today is a market leader within its field.

2006 – 2007 Intern consultation and business development.

After seven years as Managing Director I reached the conclusion that it was time for a change of environment and new challenges. I have remained in the company since Februari 2006 in order to

facilitate a smooth change over and support the incoming Managing Director at the same time remaining active within business development/customer relations.

1999 – 2006 Strömberg Distribution i Huddinge AB. Managing Director

In 1999 I was asked by the then Managing Director and concern owner if I was willing to accept the position of Managing Director. As this was an exciting and an enormous challenge I naturally accepted. The role of Managing Director even involved placement within the concern board. Under my leadership the company grew at an enormous pace and was named in D&B:s report 2001, 2 and 3 as one of Sweden's fastest growing companies. Employee base increased from 40 to over 50 staff excluding those 50 staff members which were transferred into a new started subsidiary.

During my time as Managing Director turnover increased dramatically and in 2006 Huddinge in its own right had a turn over of 85 million sek and a yield of approximately 9% whilst other companies within the same market experienced major problems with both turn over and profitability.

2003-2005 I initialised a project focusing on cultural and work integration for immigrant workers within Strömberg. This project was recognised and rewarded by "The committee of integration"

2006 and is now known as the Strömberg Model for integration for immigrant workers.

I was also a driving force behind the successful certification of our company within ISO 9001 and ISO 14000.

1994 – 1999 Strömberg Distribution AB. Marketing Manager.

After completion of my education at RMI Berghs I then took on the role as Marketing Manager for Huddinge. My major focus was to increase both the number of products in our portfolio and their market recognition. As a member of the board I was well placed to strategically influence the company's development and at the same time maintaining an active hands on approach as a key account customer manager.

1989 – 1994 Strömberg Distribution AB. It was here the journey commenced! That which I believed to be no more than a summer job, spent in a company's warehouse ended up consuming a major portion of my professional career. I was quickly promoted to production manager and thereafter to project leader.

1988 - 1988 Stor & Liten, Sales Coordinator

1987 - 1988 Märkeskompaniet, Department Manager

1986 - 1987 Gulins, Sales

Education

1999-1999 Business Economics, Företagsekonomiska institutet
1992-1994 RMI Bergs, Certified in Strategic Market Economics
1988-1989 Group Leader, Boden 119, Kalix Company (Military Service)
1984-1986 Secondary College Education. Administration and Logistics.

Education Electives

Upon my own initiative I have completed short courses in a number of different fields all relevant to leadership development.

Other assignments

I'm currently a member of a board regarding Tullinge Segelsällskap.

Computer Competency

As a part of my professional responsibilities I have been active in both the sales and development of CRM . I have also been responsible for the implementation of customer data base management as well as the supply of customer tailorised web solutions. As Managing Director sales growth was of course one of my major focuses in this endeavour I channelled my attention on the sale and maintenace of our companies self constructed business systems.

I am proficient in all components within Microsoft Office.

Languages

English – Very good

German - Good

Swedish - Fluent

Leisure Interests

Music – find it both relaxing to play and compose.

Gym and tennis – train at least twice a week.

Food – Love to cook and to enjoy a glass of good wine.

Family

I live together with my wife Päivi, the mother of our two sons. Anton 1999 and Linus 2001.

References

References forwarded upon request.