

Personal information

Name Josefine Mathiesen
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3 April 1979

Married to John
2 children – 3 and 5 years old

My spare time is used on badminton, the family and travelling

Education

2009 – 2013 MSc in Economics & Business Administration
Copenhagen Business School

2008 – 2009 Diploma in Commerce – Handelsskolen in Randers

2005 – 2008 Upper Secondary School – Randers Gymnasium

Courses

2015 Key Account Management – Dieu
2014 Leadership and Management – Copenhagen Business School
2013 Sales psychology 3 x 4 days – IBM

Languages

Fluent in English, German above average and knowledge of Swedish

Career – short

Oct. 2013 – **Senior Sales Executive – Sigolo Business**

June 2005 – Sept. 2013 **Sales Executive – CFS A/S**

Career - detailed

Oct. 2013 –

Senior Sales Executive – Sigolo Business/Strategic Outsourcing

www.sigolo.com

Sigolo is an American Group within IT solutions aimed at banks, insurance and financial companies in particular. The company is listed on the Stock Exchange in the USA and employs 120 persons in Denmark and sells for DKK 400 million.

The solutions are primarily developed in close cooperation with the customers which is why a close customer relationship is critical as all solutions are individually customer adapted.

I report to the CEO.

As the only Senior Sales Executive, I work with the customers in the financial sector. I have 5 customers – Nordea, PBS, PFA, Codan and Nykredit.

Since 2014, I have very successfully been responsible for these Key Accounts, including sole negotiation in connection with new agreements and renegotiations.

In 2014, I was elected the best salesperson in Denmark and during all the years, I have achieved my budgets – some years index 140.

My primary tasks are to have contact on an 1st and 2nd level at these customers' organisations including finding and completing large strategic agreements.

Furthermore, I have monthly meetings with all my Key Accounts and visit them at least twice a year to show new initiatives and solution possibilities to the customers.

In addition to the mentioned customers, I have been given the role to participate, guide and motivate my colleagues in complex sales cases.

From 2013 to 2014, I was senior Project Manager on large projects both in Nykredit and Codan which included participation of entire departments from the customers. I successfully succeeded with these projects and got good press publicity.

In close cooperation with the Marketing Department, I participate in the initiation of sales campaigns which I personally follow up on with my customers subsequently.

Significant results

I have achieved my budget each year and for several years.

I became the "Salesman of the year 2014" which was due to my good results and my impressive pipeline.

The company has kept a very important customer. The customer had a project that did not go as planned and I succeeded with my crisis meetings and thereby I got the customer on the right path.

June 2005 – Sept. 2013

Sales Executive – CFS A/S

www.cfs.com

CFS was an international company within virtual IT solutions. The company was established in Denmark in 1999 and is represented in 44 countries. In Denmark, CFS sells for DKK 80 million and employs 50 persons.

I reported to the Sales Director.

I worked part-time in the company during my studies. When I finished my studies in 2005, it was natural to continue in a sales role as I had shown excellent skills in this area.

I started to maintain the customer platform consisting of 8 customers within B-t-B in Denmark. Gradually, the customers' turnover grew so much that the customers were shared with a colleague because I made the customer potential grow considerably.

After a few months in the job, I dedicated my time to the following three customers – Hempel, Velux and Radiometer. Since these customers are all international, I had close contact with my colleagues abroad as well as the customers' offices and departments there.

I became responsible for these three customers in Scandinavia where I built Key Account plans for each individual customer. This included travel activity as well as the possibility of working with synergies on the Scandinavian market.

My major task was to build a structured Key Account structure consisting of e.g. segmentation, presentations, annual negotiations, re-negotiations, campaigns and action plans and frequent Key Account activities.

My biggest success in the job was that I succeeded with increasing the business foundation where after the customer portfolio has to be divided in two.

I managed to build close and loyal relationships with the customers who all saw large opportunities in the future co-operation.

I built internal processes for the handling of Key Account customers in the form of sales campaigns, following-ups, reporting etc.

Due to my impressive results on such short time, I was head-hunted for the job at Sigolo because they saw the possibility for cultivating the potential with their Key Accounts and they believed that I was the woman for it!

Competences/qualifications

Experienced Senior Sales Executive and Project Manager with international experience. I have the ability to collaborate across departments and countries with a strong focus on results and with a business-oriented mind-set. As a person, I am structured and I work with large focus on quality and compliance with deadlines.

- B2B & B2C
- Market insight & understanding
- International sales
- Strategic sales
- International experience
- Project Management
- Negotiations
- Processes
- Key Account Management