**JIM ANDERSEN**

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E-mail Address: jimvejle@gmail.com
Language/Dialect Spoken: Danish (Native)
English (Second language, Business Level)
Norwegian/Swedish (Intermediate, Business level)
 **EMPLOYMENT HISTORY
April 2018 – Present.
Google Certified MSP Reseller, green and blue belt certified.
Datacenter, Infrastructure, AI, Storage, data management. Cubernetes, SDN and MDN, Big data, Multi cloud, IOT, Compute.
AWS Architect.

ATERA is used for RMM / MSP platform for extra service offering to customers.**
Freelance Sales Manager and Architect for Nordic / EMEA and UK/I, with a consultative approach.
AWS Architect for 20% of all my past projects.
Designing products, platforms, systems and components on mutiple programmes and projects.
best practice solution architecture across multiple architecture domains and larger solutions (Salesforce, O365, Telephony, Cloud technologies, Data analysis and Data management tools, Integration technologies.
**Energetic, entrepreneurial and outside the box personality.**
SME accounts, multiple verticals, and countries in EMEA / UK/I.
Carrying projects between 5000 to 1.5 Million USD.
Opportunities found via different online platforms, (Recommendations), and Hubspot (Marketing done myself).
Hubspot for CRM, analytical, and insights on any opportunities thought sales funnel.
(Spin / Bant methodology), for my best success, Hubspot CRM for both sales and marketing usage.
Last years closed value 1.6 Mill Usd on total of 416 companies.

**Jul 2017 - April 2018.**

**Position were moved to the Nordics.**Pgi.
Freelance Nordic Sales account manager – NSAD. Norway / Sweden / Finland / UK.
\* Web conference and collaboration, cross selling within the entire organisation “Polycom / Pulse secure.
\* Small – Large – Enterprise accounts. Within all verticals. And Both Public and private sector (Only sales person covering above mentioned countries).
\* 20%+ channel driven sale, 80% Direct depending on situation.
\* 10% Hot inbound leads, 90% self developed leads.
\* Upselling / New Business.
\* Lead life span to closure, From 1 month until 6+ month.
\* Selling in all different verticals, Private and public sector, and within different departments at same companies.
\* Selling to any level CxO and upwards.
\* Utilising Salesforce
\* Preparing weekly rapport and Monthly.
\* QBR Quaterly.
\* Yearly target to carry. 1.500.000 USD.

**October 2016 – Jul 2017**

**Autotask / Datto.**

**Nordic freelance sales manager / Midmarket to enterprise accounts.**

Autotask is a cloud based Professional Services Automation (MSP) platform tailored for technology service providers.

* Prospecting, product demonstrations, face to face meetings, solution selling, networking, public speaking.
* 80% new business (mostly self-sourced)

**February 2016 – October 2016**

**Juniper/Pulse Secure**

**Freelance / Team leader, Northern Europe and UK/I**

**End of contract, as it were only to setup a remote Sales team for them.**

* Sales performance, aid and managing of ISRs (Currently 4 Staff members)
* Setting up KPI for ISR Staff, Monitoring and assisting staff
* Training new ISR for defined regions
* Helping and Assisting BDE Staff for Meeting booking quality
* VPN / SEG / NAC / MAC / MDM/EMM Endpoint management focused sale, Application management. + Workspace / Endpoint management
* Handled small – large – Enterprise accounts within all verticals, both public and private sectors

**November 2014 – February 2016**

**Vm-Ware / Air-Watch**

**Freelance Account Executive Danish/Nordics**

* MDM/EMM focused sale, Application management, VPN / SEG / NAC / MAC Teacher Tools + Workspace management
* Handled small – large – Enterprise accounts within all verticals, both public and private sectors
* PET (Danish) security cleared Stage A+ (Yhem / Danish classification)
* 50%+ channel driven sale, 50% direct depending on situation
* 50% hot inbound leads, 50% cold leads
* Up-selling / New Business
* Lead life span to closure, from 2 month until 6+ months
* Selling in all different verticals, to companies up to 1 Billion annual revenue
* Selling to any level CxO and upwards
* Traveling to clients, and partners on a weekly basis