Martin Baunsgaard

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- See it as an opportunity...

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KEYWORDS

In my world there are few, but clear guidelines.

- If you expect something from me, you must deliver yourself.
- See every challenge as an opportunity.
- Keep track of time and your task.

As I see it, it is important that you try. It is possible you do not succeed every time, but if you do not try - you have no probability of success.

For me this applies in all aspects of life.

WORK EXPERIENCE

2008 – 2009 (Bankrupt)
Chief of Recruitment | iselection ApS

2005 – 2008
Sales Manager (AM, KAM), Team Leader | Comendo Group

2005 – 2005
Sales Manager, Team Leader | Dansk Erhvervs Telemarketing ApS

2003 – 2005
Sergeant | STESK/I/JDR, Danish Army

EDUCATION AND COURSES

Mannaz

2008 – week 36

Project Manager course.

The course offers a variety of tools, solutions and management models for analysis, communication plans, risk assessments, milestone planning and a lot more to execute projects safely, on budget and on time.

Army Sergeant School

2003-2004

Sergeant training

Provides skills in management of small teams. Including leadership, motivation, planning and management of these skills in high stress situations.

Erhvervsakadami Midtjylland

2001-2003

Marketing Management

Focus area – Sales and Entrepreneurship

The objective of this education is to qualify the student to independently perform the analysis, planning and implementation of solutions for sales and marketing activities within commercial, manufacturing and service enterprises, both nationally and internationally.

MAJOR PROFESSIONAL & PERSONAL CHARACTERISTICS

- ✓ Great businessunderstanding.
- ✓ Motivational, both independently and within the team
- ✓ Focus on solutions and results.
- ✓ High energy level.
- ✓ Trustworthy nature.
- ✓ Ensures momentum in the project.
- ✓ Drive the sale from start till finish

ELABORRATION ON WORK EXPERIENCE

2008 – 2009 (Bankrupt)

Chief of Recruitment | iselection ApS

Operated primarily at the strategic level towards the client. Secondarily at the operational and tactical levels.

Responsibilities:

- ✓ Responsible for recruitment projects.
- ✓ Costumer relations.
- ✓ Team budget.

Achieved results:

- ✓ Has developed iselection ApS recruitment process
- ✓ Completed 38 projects successfully.
- ✓ Made a turnover of approximated € 430.000 - within the first 10 months.

2005 – 2008

Sales Manager (AM, KAM), Team Leader | Comendo Group

I have held several jobs in the Comendo Group. They are specified below.
Overall, both sales and management have been self motivated. I.e. I have been involved in the entire process. From generating prospects, canvas, booking of meetings and contract negotiations with the client. All with the phone as the primary tool.
I went to great lengths to create a good relationship with the client; this often led to further business of common interest.

2007 – 2008 | Key Account Manager at Consisto (Part of Comendo Group)

Area of responsibilities:

- ✓ The same AOR as Account Manager of Virus112 A/S.
- ✓ Developing a new market for a new product.
- ✓ Minimization of churn.

Achieved results:

- ✓ Personal sales result ≈ € 45.000 - per month.
- ✓ Churn reduced by 45%.
- ✓ Successfully introduced a new product, with +10 customers in four months.

2006 – 2007 | Team Leader of the trainee team in Virus112 (Part of Comendo Group)

Area of responsibilities:

- ✓ The same AOR as Account Manager of Virus112 A/S.
- ✓ Recruitment of upcoming salespersonal.
- ✓ Education of new Sales Managers in telemarketing sales, methods, products and techniques.
- ✓ Time allocation – Sales management 50% - Sales 50%.

Achieved results:

- ✓ Recruited and trained 13 new Sales Managers.
- ✓ Maintained same level of sales performance as in previous position.

2005 – 2006 | Account Manager in Virus112 A/S (Part of Comendo Group)

Area of responsibilities:

- ✓ Budget and costumer responsibility.
- ✓ Responsible for building own portfolio – Primarily by phone, secondly by meetings.
- ✓ Sold IT security products, WAN, AV, backup, threat analysis, mail security ect.

Archrived results:

- ✓ Turnover of + € 140.000 - the first year of employment.
- ✓ Made + 25 new customers, size of 50 to 500 seats.
- ✓ Own market penetration through market segmentation, phone canvas and meetings.

REFERENCES

Regarding professional relations:

- Henrik Nielsen – Partner, iselection ApS
- Ricky Kenbjerg – Partner, iselection ApS
- Esben Jørgensen – Former CEO of Virus112 A/S, and Consisto A/S

Former Clients and Costumers:

- Lars Diemer – Candidate - iselection, COO at DtecNet Software ApS
- Martin Vaaben – Candidate - iselection, Area Manager at G.R.A.S A/S
- Henrik Worsøe – Client - iselection, CEO at Osram Danmark A/S
- Henrik Hildebrandt – Client- iselection, CEO at Updata A/S
- Monica Tychsen – Client - Virus112, IT projectmanager at MC Emballage A/S
- Kim Mølgaard – Client - Virus112, Chef konsulent at Excel Data A/S

Former Co-workers:

- Andreas Mortensen – Partner Account Manager at Comendo A/S
- Lone Jensen – Former Chief of Recruitment at iselection ApS

Please do not contact without my clearance – view more references at www.linkedin.com