

CURRICULUM VITAÉ



HANS NILSSON

RABYGATAN 24
SE-216 13 LIMHAMN, SWEDEN

Ph: +46 (0)722 942810

Mail: hans_o_nilsson@hotmail.com

LinkedIn: se.linkedin.com/in/hansonilsson/

Web: www.hans-nilsson.webnode.se

SUMMARY

Market-driven engineer (M.Sc) with excellent business administration skills (B.Sc). Wide experience from manufacturing companies and sales via sales companies and other sales channels. International experience from working abroad (Australia) and extensive business travel in primarily Eastern Europe. Strong analytical skills with an excellent ability to understand and transfer market requirements into profitable business opportunities.

WORK EXPERIENCE

Sales & Product Manager

Wijo AB (part of the Icopal group), Malmö/Örnsköldsvik

2011 – 2015

Marketing and sales of steel gutter products for roof drainage to customers in Sweden and on export markets. Prospecting of new customers and support to present customers. Responsible for product range, budget and strategy.

Sales budget: 150 MSEK/year.

Responsible for about 40 customers ranging from 0,1 MSEK to 30 MSEK.

Program Manager

Dresser Wayne AB, Malmö

2010 – 2010

Responsible for dispenser products within the EMEA region. Project leader for multiple development projects involving R&D, purchasing, manufacturing and marketing. Analysis and benchmarking of competitors' products, cost reduction projects.

Product Manager

Husqvarna Manufacturing Sweden AB (former Höörs Plåt & Klippo AB), Höör

2008 - 2010

Responsible for profitability, product range and strategies for lawnmowers and other garden products. Pricing and forecasts. Link between market and R&D. Initiate product development and product care activities. Market introduction of new products. Development of sales promotion material. Member of the management team.

Product Department Mgr.

Klippo AB, Malmö

2006 – 2008

Manage R&D group developing lawnmowers. Product strategies. Responsible for own product development as well as branded products manufactured by external partners. Project leader for new development and product care activities. Technical documentation and approvals. Sourcing and sales prognosis for Klippo's branded products. Member of the management team.

Project leader

Klippo AB, Malmö

2005 - 2006

Project leader for product development projects. Market and customer surveys. Investment analysis and competitor analysis. Agreements for co-operation with external partners.

Product Portfolio Manager

Alfa Laval, Lund

2002 – 2005

Product manager for plate heat exchangers used in district heating and cooling applications. Project leader for development of new products, pricing, sales forecasts. Technical support to international sales companies. Training of sales engineers. Development of sales support tools and sales promotion material.

| | |
|--------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Commercial Product Mgr. | <p>Alfa Laval, Lund 2000 - 2002</p> <p>Product manager for heat exchangers sold under two different brand names. Pricing, sales forecasts, input to R&D for new development and product care activities. Support to international sales companies with calculations and selection of heat exchangers. Training of sales engineers. Development of sales support tools and sales promotion material.</p> |
| Marketing Manager/KAM | <p>Alfa Laval, Lund 1998 -2000</p> <p>Marketing and sales of heat exchnagers to international OEM customers. Link between market and internal R&D dept. Technical support and training of staff in international sales companies.</p> |
| Managing Director | <p>SWEP Heat Exchangers P/L, Sydney, Australia 1996 - 1998</p> <p>Responsible for sales company in Australia. Purchasing and sales of brazed plate heat exchangers, and local sourcing of components for manufacturing of gasketed plate heat exchangers. Marketing, sales and support to customers in Australia and New Zealand. Strategy, budget and financial reporting. Responsible for staff of 4 employees.</p> |
| Sales Engineer | <p>SWEP International AB, Landskrona 1994 – 1996</p> <p>Development of sales channels for plate heat exchangers in Eastern Europe (main focus on Bulgaria and Romania). Quotations for international customers. Sales support to international sales companies. Responsible for the development of a technical handbook covering plate heat exchangers in HVAC applications.</p> |
| EDUCATION | |
| Bachelor of Science | <p>Business Administration and Economics, Lund University 1992-1993</p> |
| Master of Science | <p>Mechanical Engineering, Lund Institue of Technology 1987-1992</p> |
| Secondary School Degree | <p>Mechanical Engineering, Nils Ericsonskolan, Trollhättan 1984-1987</p> |
| COURSES | |
| | <p>2014 – Project management, internal course (2 days) 2013 – Business knowledge, EFL, Lund (9 days) 2008 – MS Project, Roda Utbildning (2 days) 2006 – CE-approval of machinery equipment, IVF (2 days) 2004 – English for professional purposes, Malmö Högskola (15 credits) 2004 – Applied project management, Wenell Management (3 days) 1995 – Strategic presentations, Dale Carnegie (2 days) 1994 – EC-law, Copenhagen Business School (scholarship 1 term)</p> |
| MILITARY SERVICE | |
| | <p>1989-90 – Platoon leader training (Quartermaster/Sergeant) at T2 in Skövde.</p> |
| LANGUAGES | |
| | <p>Swedish (native proficiency) English (full professional proficiency) German (limited working proficiency) Danish and Norwegian (limited working proficiency)</p> |
| DRIVING LICENCE | |
| | <p>A B (private car and motorcycle)</p> |
| PERSONAL | |
| | <p>Married, two children born in 1999 and 2003. Interests are tennis, skiing, house & garden, travelling.</p> |