

# Erik Dahlin

[Website](#) | [LinkedIn](#)  
Stockholm, Sweden



## PROFILE

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- Swedish 30-year-old MSc. with experience from multiple industries and cultures. Entrepreneurially minded with a passion for strategic business growth. Valuing flexible teamwork, agile decision makers and big smiles. Taker and giver of constructive criticism.

## EDUCATION

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**Master of Science in Business and Economics** Umeå, Sweden

*Umeå School of Business and Economics* 2016 - 2020

Business major with focus on strategic business development.

**Exchange Semester Bachelor level** Seoul, South Korea

*Hanyang University Business School (90.9 / 100 GPA)* Fall 2018

## EXPERIENCE

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**Key Account Executive** 2023 –

*Coegi Cloud, Stockholm, Sweden*

- Cross- and upselling managed accounts, long-term account management and strategic consulting based around customers' business processes and goals. Packaged IT security solutions to streamline sales. Driving customer understanding and adoption of security mindset and AI tools through consultative and relationship-based selling.

**Account Executive** 2022 – 2023

*Salesforce, Dublin, Ireland*

- Cross- and upselling managed accounts and signing net new logos through C-level executives. Full sales cycle and strategical alignment with customers' long-term goals to drive mutual growth and customer success. Working with full product suit from core CRM, to Heroku and marketing, etc.

**Digital Sales Representative** 2020 – 2022

*Microsoft, Dublin, Ireland*

- Full sales cycle from lead to close and following growth through a strong relationship. Positioning cloud solutions for C-level executives in both public and private sector by engaging a wider team.
- Extended role to work in an account management fashion, handled Azure cloud computing and storage, as well as tools for collaboration and security in both Nordic and UK/Irish markets.
- Mentoring newer sales reps to ensure a customer success mindset over pure transaction focus.

## **Founding Board Member**

2018 – 2020

*Student Startup Hub, Umeå, Sweden*

- Launched an NGO looking to promote entrepreneurship and side projects among university students and act as a natural meeting ground for students from different fields of studies.
- Planning and executing workshops, lectures, after-works etc. to allow for networking, skill development, idea generation/sharing and feedback giving.

## **Account Manager**

2015-2016

*Orange Link Service Company Ltd., Bangkok, Thailand*

- “Sales rep. of the month” by my second month with the company
- 48% Closing rate

## **Project Manager**

2014 - 2015

*Ung Företagsamhet Gävleborg, Gävle, Sweden*

- Lectured about marketing, sales, strategy etc. for 400+ High School students.
- Consulting on go-to-market strategies, branding and long-term goals.
- B2B advertisement sales and account management.

## **IT**

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Proficient within: MS Office suite, Google Workspace and Salesforce

Basic knowledge of: HTML, CSS, JavaScript, Python, SQL

Google certificates: Analytics GA4, digital marketing fundamentals

Microsoft certificates: Azure AZ-900 (AWS Cloud Practitioner counterpart), Microsoft 365 MS-900.

## **OTHER**

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### **Personal**

- Mentor to group of first-time company founders with focus on marketing and business strategy
- Member of the high IQ society, Mensa, with a certified score of 135+ (99:th global percentile)
- Irish Whiskey Awards 2021 and 2022 judge

## **LANGUAGES**

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- Swedish, native language
- English, fluent both written and spoken
- German & French, beginner