

Erik Dahlin

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



PROFILE

- 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

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

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

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**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

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