# OMAR LINDQVIST

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## SUMMARY OF QUALIFICATIONS

- Sales professional who builds long relationships rather than one-off deals.
- Experience across 3 employers, most recently as Senior Account Executive at Fenwick Supplies.
- Consistently at or above target.
- Known for clear communication with colleagues and for following work through to the end.

## EDUCATION

**Leeds Beckett University** — **Leeds**
*BA Business Studies* — *2015*

## PROFESSIONAL EXPERIENCE

**Fenwick Supplies** — **Berlin**
*Senior Account Executive* — *Apr 2024 – Present*

- Ran discovery calls and product demos for mid-sized customers.
- Looked after a portfolio of 53 client accounts and their renewals.
- Worked with marketing on follow-up for event leads.
- Trained two new reps on our sales process.
- Ran quarterly business reviews with the top ten accounts.

**Clearpath Software** — **Berlin**
*Account Executive* — *Feb 2021 – Jan 2024*

- Shared customer feedback with product to shape the roadmap.
- Negotiated renewals and price increases with long-standing customers.
- Wrote proposals and tender responses with the bid team.
- Kept the CRM accurate so forecasts could be trusted.

**Fenwick Supplies** — **Berlin**
*Sales Development Rep* — *Jan 2018 – Dec 2020*

- Closed 118% of annual target in my second year.
- Built a pipeline of new business from cold outreach and referrals.
- Mentored a new rep through their first two quarters.

## INITIATIVES

**Key account plan**

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

**Sales playbook update**

- Planned and delivered it alongside day-to-day work, with a written plan and agreed success measures.
- Shared the results with the wider team and kept the documentation up to date.

## RESEARCH & PUBLICATIONS

**Lessons from incident reviews** — **2023**

- Short paper shared internally and at a local meetup.

## TECHNICAL SKILLS

General: Salesforce, Microsoft Office, LinkedIn Sales Navigator
Languages: English (Fluent)

## CERTIFICATIONS

- Sandler Sales Foundations
- Negotiation Skills (online)

## EXTRA-CURRICULAR ACTIVITIES

- Treasurer of a local sports club, keeping the accounts and membership list.
- Mentor for a school careers programme, helping students with CVs and mock interviews.

## REFERENCE

Bianca Walsh
Head of Operations, Summit Sales Co
Contact: bianca@example.com