

KIM VELIN

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WORK EXPERIENCE

- **Vice President of Sales, Customer Service & HR, Linux Nordic**, Copenhagen, Denmark(Jan 2023 to Dec 1969)
- **Senior Manager, Copenhagen Medixal**, Copenhagen, Denmark(Jan 2020 to Jan 2023)

EDUCATIONAL BACKGROUND

SKILLS

- **b2b**
- **key account management**
- **sales**
- **branche indsigt**
- **sales management**
- **telecommunications**
- **strategy**
- **solution selling**
- **sales process**
- **account management**
- **business development**
- **entrepreneurship**
- **channel partners**
- **direct sales**
- **business strategy**
- **recruiting**
- **performance management**
- **forecasting**
- **budgeting**

- **segmentation**
- **administration**
- **optimization**
- **planning**
- **business management**
- **project planning**
- **energy**
- **mobile**
- **fiber**
- **voip**
- **budgets**
- **p&l management**
- **process optimization**
- **ngo'er**
- **crm**
- **salgsledelse**
- **forretningsstrategi**
- **marketing**
- **start-ups**
- **værktøjer og teknologier**
- **microsoft office**
- **interpersonelle evner management**
- **contract negotiation**
- **team leadership**
- **negotiation**
- **coaching**
- **leadership**
- **team building**
- **team management**
- **people management**
- **contract negotiations**
- **ledelse**
- **hospitality industry**
- **hr**

PERSONAL BACKGROUND

° **Birthday:** - 1968-10-05