

ROBIN
WESTERBACK

Key Account Manager at Megapixel Group AB
Stockholm, Sweden



CONTACT



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SKILLS

- Customer Relations
- B2B Sales
- B2C Sales
- Digital Marketing
- Video Production
- Business Economy
- Business Development
- Project Management
- Scrum
- Time Management

SPECIALTIES

- Leadership
- Collaboration
- Implementation

SUMMARY

Experience with several international companies. Skills including tactical execution, forecasting, business development and project management.

I am service-minded and customer focused with a "can do attitude". I have a thirst for learning, business development and personal development.

WORK EXPERIENCE

2014-Present

B2B SALES
MEDIA INDUSTRY

Megapixel Group AB helps companies to communicate with their customers. Ads and videos with a touch of humour is statistically proven to be more trustworthy. A laugh strengthens you physically, makes you perform better, heightens the productivity and makes you ENGAGED.

I'm one of the Co-Founders and responsible for our client relations, the economy and the wellbeing of the company. I work with clients in various industries, varying executive roles and different sizes of companies. From small start-ups to large, global companies.

TRAITS

- Social
- Positive
- Solution Oriented
- Patient
- Open-minded
- Logical
- Pragmatic

CERTIFICATES

- Google Digital Academy
- Compulsary Military Service
- Science aligned education
- Insurance Broker
- Certified Bartender
- MP Games Sales Academy
- Drivers License A/B

FEATS

- Elected Protection Assistant
- Salesman of the Year
- Mystery Shopper Award

LANGUAGES

- English
- Swedish

REFERENCES

- On demand

2013-2014

B2C SALES
FINANCIAL INDUSTRY

This was my first experience with selling over the phone. I worked as an insurance broker at a financial company based in Stockholm. I got the hang of it pretty quickly, went to become salesman of the year and then team leader/sales coach for about 20 co-workers.

2010-2013

CUSTOMER SERVICE AND SALES
RESTAURANT INDUSTRY

During this period I was the store manager at the Naked Juice Bar in Sturegallerian, Stockholm. I worked with and managed a great team to provide a healthier alternative to the ordinary fast food. I also did some extra hours as a bartender/waiter at various restaurants, bars and nightclubs.

2008-2010

CUSTOMER SERVICE AND SALES
VARIOUS INDUSTRIES

2008 I obtained my certificate of secondary education and started to work while waiting to do my compulsory military service. I did some physical work at a farm and assisted the city hockey team by running their shop, helped with the inauguration of Malmö Arena and more.

During and after the military service I worked at the amusement park Gröna Lund, selling lottery tickets and running the chocolate wheels.

Apart from this I did some hours copywriting for a website and physical work for a moving company. I also completed my bartender education and moved from Malmö to Stockholm.