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### **Consultant profile – Kristian Sundström (born 1946)**

Kristian Sundström has been active as management consultant with Swedish Indevo 1989-93, as sel employed 1994-96 and with Swedish group Ericsson 1996-97. Assignments are centered around cost/efficiency, lead time reduction, profitability improvement programs, management and leadership development, strategy and management support. Industries addressed are telecom vendors and operators, manufacturing industry and service providers in the IS/IT segment.

Employment career encompasses management positions, 5 years in nuclear power industry, 12 years in IT companies, and 12 years in Telecom industry, specifically with Multimedia and Service Network.

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#### **Focus areas**

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- Profitability and Efficiency – Strategic / tactical review and audit of client's business concept, strategies and market. Organizational and structural revision for profitability and customer value orientation of operations.
- Businessmanship – Business audit, business strategy review and development, goals and objectives management development, coaching of sales and marketing operations.
- Leadership and management skills development – Vision-goal-strategy workshops, Leadership training, Decision, Executive management and individual coaching.
- Business development – Market research, identification, evaluation and definition before market entry; cross breeding of Best Practice, targeting of acquisition objects. Sales Management and account sales.
- Interim management – experience from manufacturing industry

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## References in short

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- Forestry companies in Sweden and Austria; Efficiency and Profitability projects
- Akzo Nobel, Sweden: Supply Chain optimization and Change program support
- ABB companies, Sweden: Leadership and management training and support, Management by Objective training, Product flow lead time optimization, management for hire
- Ifö Sanitär: design and development of the marketing functions, Management by Objectives implementation, coaching
- Swedish Postal Giro: Leadtime reduction and quality program, optimization of its IS/IT function, goals and objectives implementation for quality improvement
- IS/IT companies, France and Sweden: investigations and audit for acquisitions
- Oracle, Sweden: Market evaluation, Strategy for the Public Sector, Management coaching and support.
- Ericsson Libya, sales and business development

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## Employment record

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2000-2008	Ericsson - Regional Sales Mgr. Multimedia, Nordic and Baltic countries, Turkey and Israel, the Balkans, North African countries
	1998-1999 Ericsson - Sales Mgr. Data communications
	1996-1997 Ericsson Data – Mgr. of Mangement Consultants
1993-1995	Management consultant, self employed
1989-1993	Indevo – Management consultant
1987-1989	Victor Micronic – Group CEO
1978-1987	ND Norsk Data – Systems Mgr., Product Marketing Mgr.
1973-1977	Asea-Atom – Systems developer and Systems Development Mgr.
1972	Asea – Trainee program engineer

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## Education and various

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Graduation from Lund Institute of Technology 1971, Technical Physics section  
University studies in Economics and Judicial faculty 1976-79  
Chairman of the Board of Directors, Investment Company Ultuna  
Languages: Swedish, English, German, Norwegian