

## Katarina Mellström



Rävgårdsvägen 3 • 192 74 Sollentuna • SWEDEN  
MOBILE (Sweden) +46-(0)703 09 22 50 • HOME (Sweden) +46-(0)8 626 94 29  
• E-MAIL [Katarina@immconsulting.se](mailto:Katarina@immconsulting.se)

### SUMMARY

---

My experience includes:

- More than twenty years experience from working in an international environment
- Twenty years of sales and business development experience in different management roles, mainly in service companies
- Fifteen years in the IT and Telecom business area focusing on clients, internationalization processes, strategy, leadership, business and organisational development
- Four years of experience from living and working abroad (Israel and Canada) and many different short term assignments all around the world

### EMPLOYMENT

---

#### **IMM Consulting**

2010--

My own consultancy company helping domestic and international companies running strategy projects, develop their business, package solutions and services and coaching managers that need more leadership skills. Engaged by Ragn-Sells (a recycling company) running a profitability project and supported the new CEO when formulating a new strategy. Since April 2016 I have an assignment at IVA (Royal Swedish Academy of Engineering Sciences) setting up a development office and a strategy for fundraising. Examples of other customers and projects during the years: Product development for an international company in the packaging industry, Senior Business Advisor at HCL (Indian IT company) and to a leading Chinese manufacturing company trying to enter the Nordic market. Interim CEO for an IT company (Ciber AB) during two years. Design and implementation of a global business strategy for a Telecom operator, Tele 2.

**Stanley Security Solutions AB**

2013--2015

General Manager/Country Manager for the largest company within electronical security and monitoring. The company is part of Stanley Black & Decker, a US based corporation (NYSE:SWK). Annual turnover 1,5 billion SEK and 900 employees in 34 offices in Sweden. Focus on management, legal issues, service development and customer/employee satisfaction after 9 months without a CEO in the company.

**Fujitsu Services AB**

2008-2010

CEO and Country Manager of Fujitsu Services, a leading European IT services company. Responsible for the Swedish business including some 800+ people in 11 offices in Sweden. Turnover: SEK 1,5 billion. Main activity was to integrate former Mandator with Fujitsu Services and create *one* company. The merger went very well and we managed to increased sales with 33% and improved the operating margin.

**Mandator AB (Publ)**

2006-2008

CEO and President for a Swedish IT consultancy company with operations in Sweden, UK, Estonia, Finland and Denmark. Turnover SEK 500 million and 550 employees. Listed on the Swedish stock market.

My task was to consolidate the business, ensure profitable growth and better position Mandator and its offerings on the Swedish market. When Fujitsu considered buying a Swedish consultancy company they selected Mandator since their investigation among other companies showed that Mandator was in good shape.

**Ericsson AB**

1996-2006

Started as Business Support Manager of Customer Services. Thereafter Main Process Developer for the Marketing & Sales Process in the business area Radio Systems.

Between the years 1997-1999 Manager Process Development with responsibility for the development of the Time To Market process within the business area. 1999 appointed as Director Commercial Solution Center with the responsibility to build a new global sales support organization (ASQ) for GSM Systems and operators. Since 2000 member of the Division Global Services management team and Vice President of ASQ & Global Business Systems. 2001 Vice President Global Operational Development & IT. In November 1, 2002 to July 1, 2006, Vice President Service Business Area Advise with global business responsibility for a consultancy unit consisting of approximately 3000 consultants focused on business consulting, technical consulting and training. Turnover approximately SEK 3 billion. During my last year also responsible for the Ericsson Response, an organization focused on disaster relief and ensuring the construction of telecommunications in disaster areas worldwide. Part of Ericsson's Corporate Social Responsibilit.

**Former Sida (Swedish External Affairs)**

1990-1996

Regional Manager Asia. Technical / economic and industrial cooperation with companies running different business projects in Asia. Full responsibility for defining assignments, implementation, delivery and follow up of projects incl budget and personnel. The organization changed name three times during this time. (Swedecorp, IMPOD)

**The Swedish Trade Council, Canada** 1989-1990  
Marketing consultant. Representing Swedish companies and helping them to promote their products and services and get established on the Canadian market.

**Scancraft** 1988-1989  
Sales Assistant at the commodity stock exchange. Sales of sack craft paper from Swedish, Norwegian and Finnish paper mills to markets outside Europe.

**Leardal Medical AB** 1986-1988  
Company establishment and start-up of a subsidiary of a Norwegian global group in the field of emergency medical equipment. Came in as number 3 in the company and learned how to set up a company from start.

**Solnahälsan AB** 1983-1986  
Administration and promotion of occupational health services. Medical Officer.  
Work in parallel with studies at the university.

#### PERSONAL STRENGTHS

---

- A strong passion to win.
- Focused on achieving targets with a drive to further learn and grow.
- A broad and genuine business acumen, interact effectively with customers and stakeholders.
- Dedicated and positive, with a high level of energy and perseverance.
- Skilled in building lasting relationships.
- Pride in the quality of my work, and a willingness to personally perform.
- Excellent skills in strategy and leadership
- Very good communication skills and ability to involve people in the organization to strive towards the same goals

#### EDUCATION

---

*Degree of Master of Science in Business and Economics – Civilekonom*  
Bachelor of Business Administration and Economics at the University of Stockholm, Sweden, and additional courses such as: 1983-1986

Strategy and Leadership, Columbia University, USA 2002

#### LANGUAGES

---

Swedish (native), English (fluent), French (basic)

## OTHER RESPONSIBILITIES

---

- Chairman of the Board, Forsen Group 2015--
  - Member of the Board, Proffice (Publ) 2011--2013
  - Member of the Board, Gunnebo (Publ) 2010--2013
  - Member of the Board, Matrisen 2010--2013
  - Member of the Board, Dataföreningen Certifiering 2010--
  - Member of the Board, NOTE (Publ) 2006-2008
  - Member of the Advisory Board, University of Stockholm, Sweden 2006--
  - Member of different subsidiary boards both at Mandator and Ericsson
  - Mentor in different programs
  - Speaker and lecturer at different events and universities mainly about doing business and strategy & leadership
  - Moderator and facilitator both at conferences and external meetings
- Winner of “Sweden´s most powerful woman in the IT Industry” 2006