

CV – Fredric Gyllenstierna

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Prior to Oracle I have had many different positions and I regard myself as an experienced leader within IT having long delivery experience and now also with complex commercial and business aspects from service sales at Oracle.

Qualifications - Experiences and Competences

- Manager (P&L responsibility) of a Professional Service business unit selling and delivering services and consultant services to existing customers
- Structured Strategic planning using O.G.S.M and SWAT analysis
- People management including recruiting, performance reviews and salary negotiations.
- Product planning and prioritization of IT based investments
- Solution selling and Account management
- Managing Pre-Sales during sales process in complex B2B software solutions
- Proven track record of successfully negotiating with vendors and customers in both sales and procurement processes
- Senior project manager with proven track record; strong and proven leadership, strategic as well as operational focus used to report to Executive Management
- Background as an elite cyclist, which makes me competitive, goal oriented and committed

Main achievements

- Responsible for full cycle, designing, selling and delivery of the first ever software as a service (SaaS) contract with a value of aprox 63 M\$ for the initial contract period
- Consistently over-performing at Oracle assisting customers to success
- I sold the third largest transformational deal in Europe 2015 and the largest Nordic Cloud deal 2015 at Oracle Consulting
- I have established and managed a Project Office for the business prioritization process. Overall the IT development investment horizon increased from 3 to 9-12 months
- I have managed several product launch projects/programs on time, within budget spanning from approximately 15 to +100 project members
- I took over as responsible towards 3rd party Software provider and as part of the negotiating team I directly initiated changes that reduced license costs with €600K on a yearly basis

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Employments

Oracle

- Consulting Client Executive 2014 - current
Consulting sales rep role selling across all Oracle products on named accounts, designing, selling deliveries from small to grand assisting to customer success.
 - o 2015: 185% of my quota, 3rd largest transformational deal in EMEA and largest Nordic Cloud deal within consulting
 - o 2016-2019: Over-performing each year compared to goals: 205%, 108%, 122% and 161%. Assisting existing and net new customers achieving success with Oracle products

Extenda

- Manager Professional Services, 2010 – 2014
 - o Responsible for professional services in Stockholm
 - o Managed team of 35+ coworkers including 2 group managers
 - o Full P&L turning over between 35-40% of company turnover
 - o Providing services, product development, and application management to 14 of our existing customers

bwin games AB

- Senior Project Manager, 2007 – 2010
 - o Managing top priority projects including new product launches
 - o Managing Projects involving 25-110 resources
 - o Launched project revitalizing company business model
 - o Reporting to group executive management
 - o Successful presale when selling network to new customers

Telenor

- Project Manager – Customer Projects at Telenor, 2007- 2007
 - o Delivered B2B services like fixed and mobile telephony, data connections and IoT solutions
- Manager Project Office at Glocalnet, 2005- 2006
 - o Manage business investments in IT and ensure proper prioritization from Corporate management.
- Manager IT Projects & Procurement at Glocalnet, 2004- 2005
 - o People manager of Project management team, 6 employees and contractors
 - o Responsible for IT procurement

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- Global Project Manager, 3 , Stockholm, Sweden, 2003- 2004
 - o Planned and executed two major high priority project including a global delivery
 - o Successfully Re-negotiated deal with vendor delivering 3rd party software
- Manager/Application Lead, 3 , Stockholm, Sweden, 2001- 2003
 - o Responsible for the e-Commerce platform

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- People manager over 4 employees plus contractors.

Prior to the promotion to Application lead I started out as a System/Business Analyst working with requirements for mobile commerce solution in the Milan office.

Cell Network, Consultant, 2000 –2001

- Responsible for the Oracle Partner Program within the Company
- Working with various assignments as consultant where one example of assignments was as a Developer Lead at a larger energy company developing a billing system.

Kentor, Consultant, Stockholm, Sweden, , 1997 – 2000

Mainly worked as a software developer and application management as responsible for a 3rd party Logistics system.

Personal

I am interested in sports like Cycling, Alpine and X-country skiing. Hanging out with family and friends and I do voluntary work as coach for two floorball teams.

My family and I has recently gotten ourselves a “kolonilott” where we grow all sorts of vegetables, flowers and some fruits – lots of fun and good learning for the kids.

Education/training

- Leadership program, Influence, Stockholm Sweden, 2011
- SPIN – Huthwaite , Stockholm Sweden 2010
- Sales Strategies – Huthwaite, sales training, 2010
- Leadership program, Svenskt Ledarskap, Stockholm Sweden. 2010
- Leadership Program, Perlan, Stockholm Sweden 2005-2006
- Successful Business Negotiation, Silf, Stockholm Sweden 2006
- Buying Business Services, Silf, Gothenburg, 2005
- University of Örebro, Sweden 1993-1997
 - Computer science
 - Business administration
 - Economics
 - Pedagogics

Other work experience

Örebro University Student Organization, Örebro, Sweden Chairman of the board 1995-1996. I was staff manager over 13 persons, responsible for the daily administration of the student union which consisted of 10 000 members. The year 95/96 the student union had a turnover of 11 million SEK and a return of 1,7 million SEK

Örebro Universitet: Member of the University Board 1995-1997 appointed by Swedish government.

Voluntary work

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Floorball coach - Silverdals IF P05 and P08