



# Andreas Parr Bjørnsund

Sales and Marketing Director

Andreas is Sales and Marketing Director of CV Partner and responsible for all sales and marketing activities in CV Partner.

Andreas is a results oriented sales engineer with experience within sales, marketing, onboarding, documentation as well as organisational improvement and management.

Andreas has worked in tech with both software and hardware and in many industries including Professional Services, Oil and Gas, Pharmaceutical, Mining, Shipping and Enterprise Software. He has worked internationally with Fortune 500 clients.

Andreas is also an experienced project manager and has several years experience with project management and product development.



# Project Experiences – Overview

## Cumming Corporation – Sales and remote onboarding of 1500+ Engineers to CV Partner

**Duration:** Jul 2021–

CV Partner was introduced to 1500 employees of Cumming Corporation, based in various locations all over the US. The implementation included data import, integration with SSO, training material, custom templates and master data management. The sales process took around 6 months followed by a successful rollout took less than two months from project start.

## CV Partner – Developing CV Partner

**Duration:** Aug 2017–

CV Partner is a SaaS application that delivers the new way to manage your CVs and Case Studies for professional services firms, involving:

- Easily manage and tailor your company's credentials for tenders
- Quickly highlight the most relevant experience for each bid and proposal
- Effortlessly export CVs and Case Studies to Word, PowerPoint and PDF

CV Partner is being used by 330 clients in 35 countries and involves development, operations, sales, support, customer success and onboarding.

## Multiconsult – Implementation of 2500+ users

**Duration:** 2019–2021

After one of the departments in Multiconsult started using CV Partner successfully in 2019, the rest of the company was onboarded during 2020/2021. The client successfully went through the standard onboarding stages.

## Swecos – Sales and Rollout Sweco Norway

**Duration:** Jul 2018–Jan 2019

CV Partner rolled out to all users in Sweco Norway. This included management and IT approvals, business case, account setup, data migration training and support.

## Entura – a part of Hydro Tasmania – Remote onboarding of Engineering Consultancy Entura

**Duration:** Feb 2019–Aug 2019

Entura set out to find a system which was both user-friendly and future-proof, continuously updated and supported. Preferably the tool would be cloud-based to enable quick onboarding and support across international offices. After searching through many SaaS and CV database tools, most of which are targeted to recruitment systems, the team found a tool tailored for the needs of a professional services firm, which needs to submit a wide range of bids and proposals.

## SNC-L / Atkins – Implementation of CV system

**Duration:** Jan 2018–Apr 2018

As the management at SNC L wasted a great deal of time searching for individual CVs and the consultants would lose valuable time trying to update their CVs, any system needed to provide a solid framework for ensuring these processes could be improved. They needed a system that was both easy to use, but provided rich data about their teams and the projects they worked on.

## Accenture – Sales and implementation of CV Partner in Accenture Norway

**Duration:** 2017–2018

Accenture had an internal IT system that was not capable of exporting CVs in the right formats. This led them to use thousands of hours manually formatting CVs in Word and PPT for bids and proposals. With CV Partner, they were able to get more control, save thousands of hours and win more bids.



## Halogen – Learn how Halogen use the CV Partner Case Studies functionality to win more bids and proposals

**Duration:** Nov 2016–Apr 2017

Halogen wanted to both have full control over the contents of their employees' CVs as well as the company's Case Studies, and at the same time be able to get the content exported in various formats for bids and proposals. Halogen being Norway's leading design agency, with experience working with many SaaS tools, they had a long list of requirements when it comes to how to use a cloud system such as CV Partner. They also had requirements with regards to how the actual CVs and Case Studies were exported for bids and proposals. Having professional, nicely designed CVs and Case Studies every time was an important criterion when deciding what tool to use.

## Fortune 500 companies – Sales activities towards Fortune 500 companies

**Duration:** Jun 2011–Jun 2017

High end tech sales towards the worlds most demanding clients in both Oil and Gas, Pharmaceutical, Maritime and process industry.

## PIXAVI – Automation of sales and marketing activities

**Duration:** Jun 2011–Jun 2017

One of the responsibilities in BARTEC PIXAVI was the automation of the online marketing activities, managing the internal and external systems as well as gathering feedback from the market by doing market analysis and business plans.

## Maersk Oil – Digital transformation of maintenance

**Duration:** Feb 2015–Nov 2016

A digital platform for handling service and maintenance as well as warehouse operations. Having this 100 % digital, and available in the field reduced errors and increased transparency. Coordinated efforts from hardware, software, certification, user testing and logistics teams.

## R&D company – Product development and R&D services

**Duration:** Jan 2013–Jun 2016

Development of an IECEx and ATEX Zone 1 certified smartphone for Shell petroleum.

## BARTEC – New Website(s)

**Duration:** Jan 2012–Jun 2016

Andreas was responsible for design, content, functionality, ads and SEO for pixavi.com as well as the BARTEC group websites in this period.

## Inpex – Ichthys project – Wireless networks

**Duration:** Feb 2012–Jul 2015

Engineering and design of WiFi system for Inpex Ichthys project in the Northern Territories in Australia

## Statoil – Wireless Infrastructure for Gina Krog, Mariner og Aasta Hansteen Offshore Platforms

**Duration:** May 2011–May 2015

Sales, RFP specification, design, production, FAT and commissioning for the delivery of wireless infrastructure to 3 offshore installations. All projects delivered on time and according to specification.

## PIXAVI – Financing and sale of technology venture

**Duration:** Jun 2011–Nov 2013

Andreas was a part of the team who built a company from 4 to 15 employees and acquisition by a PE-owned market leader. Andreas worked with finance, strategy, sales, marketing, IPR and advisor to CEO and CFO.

## Skills overview

| Category    | Skills   |
|-------------|--|
| Methodology | Project Management, Contract Negotiations, Webinars, Online Marketing, Content Marketing, Customer success, Change management, Onboarding, Process improvement, M&A, Sales, Kanban, Professional services, Invoicing, Finance, |



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|            | Softfunding, Client relations, Webinar, Agile, User Testing, Marketing, Bugfinding, Test Management, Testing, Product Development, ISMS, Product Owner, Business development, Business Case, Negotiation, Recruiting   |
| Tools      | Wordpress, CRM, Adobe Photoshop, Gantt, Google Tag Manager, Value Chain Management, Adobe Illustrator, CV Partner, LinkedIN campaigns, Tripletex, Salesforce, Zapier, Adobe Indesign, Adwords, LinkedIN, GDPR, Webflow, Notion, Shortcut, Skattefunn, Oneflow, Upsales, ProductBoard, ISO 27001, Google Analytics, Figma, Internal CV Partner tools, Teams, MS Excel |
| Technology | HTML, GIS, REST, Magik, API, XML   |