

STEN RÖNNBOM

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e-mail: sten.ronnбом@telia.com
Born 03/01/44 in Kungsbacka, Sweden. Swedish citizenship.
Married, two children



ACCOMPLISHMENTS

- Designed and sold complex IT-solutions with hardware and software for industry, research and public sector.
- Specified and won several large public and private tenders regarding IT-infrastructure including economical aspects.
- Successfully created and negotiated contracts to customers in heavy industry like paper mills, automotive, food processing and banking.
- Several year experience as a teamleader for IT-professionals group
- Recruited many engineers, consultants and technicians acting as a mentor
- Successfully taking management responsibilities as a board member leading a medium-size ERP software house.
- Achieved certification 1998 as Microsoft Certified Systems Engineer (MCSE, MCP+I) thereby combining my business competence with a solid technical know-how.
- 1999 entered as member of TriArche Research Group, a global management consulting network
- Since 1997 self-employed consultant and now CEO of McLead AB, involved in international procurement advisory, business development and project management. Current assignments with the Swedish Trade Council providing public procurement training, company coaching and business development programs.

CAREER EXPERIENCE:

Recent: CEO and founder of McLead management consulting company, present staff of eight senior consultants

Past: IT and technical Consulting – project and ITgroup management, system sales , business development, bidding and procurement, outsourcing contracts, design of hardware and software, research and implementation, internet and computer-based information networks since 1975 to present.

MAJOR ASSIGNMENTS

McLead
CEO

2001 -

Sweden
www.mclead.se

- Advisor and trainer /business development Swedish Trade Council
- Management consulting
- Trainer Public procurement in EU
- SME development, new markets

Digital Island Inc.
Regional Manager - Scandinavia

2000-01

USA
www.digitalisland.net

- Internet Service Provider for streaming and content delivery
 - Superior internet infrastructure solution for global enterprises and the public sector
 - Network Services, streaming, hosting, application and professional services
- Typical projects: Business development, system sales, contract negotiations and technical deployment.

NCL System AB
Business Consultant

1997-00

Sweden
www.ncl.se

- Pilot studies, pre-sale and advise, complex procurement
 - System sales and Project Management
 - Business re-engineering for customers in industry and public sector
 - Internet/Intranet, Web-solutions , e-business
- Typical projects: Deployment and network re-structuring, roll-out projects, system integration, server consolidation, outsourcing and customer support set-up

WM-data AB
Technical Manager

1985 – 97

Sweden
www.wmdata.se

- Technical Manager for a group of IT-professionals
 - Pre-sale, support, contracts for private and public sector
 - Technical project management
 - Customer base in heavy industry, public sector, retail and food
- Typical projects: Pre-studies, bid, ERP-installations, industrial computer roll-outs, supervision of support and service

Gerber Scientific
Regional Manager

1980 -85

Germany
www.gerberscientific.com

- Turn-key CAD/CAM systems
 - Sale, installations and roll-out
 - Technical service and support , groupleader Scandinavian Countries
- Typical projects: Installation of computer grading systems for large textile factories

ESO - European Southern Observatory
Electronics Engineer

1975-79

Chile
www.ls.eso.org

- Technical support of computer systems on the observatory in Chile.
 - 24 hour support and on-line trouble-shooting
 - Programming in assembler, Forth and Basic
 - Hardware design
- Typical project: Participate in the installation of some of the worlds largest telescopes

Chalmers University of Technology
Research Engineer

1965 - 80

Göteborg
www.chalmers.se

- Technician at the Physics department
- Design of equipment
- Programming work on mainframe and minis

- Running HP system for the department
Typical project: Participate in solid state physics research program

EDUCATION:

<i>Graduation</i>	Electronics Engineer	Sweden
<i>Add-on</i>	<ul style="list-style-type: none"> - Digital Electronics/ Chalmers Univ Techn - Programming Assembler, Fortran, Chalmers - Various technical courses in applied Physics - Economy level II - English and German - Project Management – WM-data Ratten 	
<i>Product oriented Education</i>	<ul style="list-style-type: none"> - Microsoft Certified Systems Engineer (MCSE) NT 4 - Microsoft Certified (MCP + Internet) NT 4 - Operating Systems Novell, Unix - Hewlett-Packard Partner - IBM Partner AIX/RS/6000 - Sun Microsystems Partner - Lotus Notes Systemadmin 1 - Lan/WAN various courses 	
<i>Other technical courses</i>	<ul style="list-style-type: none"> - Data Communication - Computer Graphics - CPU families, Intel, Motorola, Power PC - Various programming courses - TCP/IP - System Integration LAN/WAN 	
<i>Management and sales</i>	<ul style="list-style-type: none"> - Presentation skills - Service Manager - Project Management - B2B sales training - Holden Power Base in Sales - Monitor – certified trainer in EU public procurement 	
<i>Language</i>	<ul style="list-style-type: none"> - Swedish - English, fluent in speech and writing - German (some) - Spanish 	
<i>Other skills</i>	<ul style="list-style-type: none"> • Negotiations skills • Sales and marketing skills • Teaching and presentations • Training experience given courses in Excel and basic economy • PC “poweruser”, good stylist, document producer • Internet/Web/Intranet/Extranet competence • MS-Office, MS-Project knowledge • Technically updated (Microsoft MCSE) • International experience • Self-driven • Member of TriArche Research Group 	
<i>Military Service</i>	Aircraft Electronics Technician	
<i>Drivers license</i>	Drivers license for car	
<i>References</i>	Please contact me directly for professional references and salary history.	