

Peter Nilsson's CV

From programmer to chairman. From founder to exit. Commercializing technology. Growth through sales. Suited for board and management assignments.



Name	Peter Nilsson, holder of F-skattesedel.
Personal	Born on the 20th of April 1969, Swedish, married with three children.
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Assignments

2008-	CEO at Capee Group.
2015-	Business Coach for disruptive IT startup Orbita Line through Nyföretagarcentrum.
2015	Business Coach for IT startup O-viu through Chalmers Encubator.
2008-2012	Chairman/board member at i4sense.
2007-2008	Chairman, Management Consultant, Investment Manager and Sales Manager as self-employed consultant.
2005-2007	Managing Director and Key Account Manager at Hogia.
2004-2005	Marketing Manager at Cityspace Scandinavia.
2002-2003	Business Unit Manager at Framfab.
2000-2002	Cofounder and VP at Expoplanet.
1999-2000	Business Unit Manager at Mind.
1993-1999	Key Account Manager, Product Manager and Team Manager at Linné Data.
1995-1996	Board member at Linné Data.

Education

2012	Economics for board members.
2011-	Exec Programme at West Sweden Chamber of Commerce.
2011	Negotiation of Complex Deals.
2008	Working on Company Boards and Working as Chairman of the Board at Innovationsbron, Development of Group and Leader (UGL), Fartygsbefälsexamen klass VIII.
2007-2008	Chalmers Accelerated Growth Program at Chalmers Advanced Management Programs (CHAMPS).
2007	Sales and Negotiations, Venture Management.
2006	Entrepreneurial Management at Hogia.
2005	Market Law Diploma at Annonsörföreningen.
2002	Growth for CEOs programme at Business Region Göteborg.
1999-2001	Marketing Manager Diploma at IHM Business School.
1994	Usability Engineering.
1992	Cognitive Psychology at Göteborg University.
	Upper secondary engineering programme (fyraårig teknisk linje, eltele).

Languages and Others Skills

Mother tongue Swedish. Fluent in spoken and written English. Skilled presenter. Former developer and usability expert. Has A and B driver license. Devoted trimaran sailor and off shore sailor.

Other Assignments

2007-	Co-founder of consumer product company.
2004/2008	Twice chairman of board for tenant-owner's association. Liquidated the association.
2005	Off Shore Security Boat Manager at the America's Cup Act 6 and 7 in Malmö.
2002	Syndicate Host at the Volvo Ocean Race Stopover in Gothenburg.

Assignments in Depth

2008-	<p>CEO at Capee Group.</p> <p>A venture funded innovation company developing business intelligence products for manufacturing industries and utilities. Achievements in bringing an innovative software technology to market, expanding into several industries, expanding product line, turning into profitable business.</p>
2008-2012	<p>Chairman/board member at i4sense.</p> <p>A venture funded innovation company developing touch displays and augmented reality solutions.</p>
2007-2008	<p>Chairman, Management Consultant, Investment Manager and Sales Manager as self-employed consultant.</p> <p>Sales Manager and member of the management team at InUse, Sweden's largest consultancy company within the field of usability. Structured the sales process, improved price structure, closed long-term contracts with clients such as SKF, Skogsstyrelsen and Ericsson.</p> <p>Chairman at venture funded innovation company developing mobile service for medical consultation. Raised soft and venture capital, acting interim CEO and other manager positions in several innovation companies. Also an appreciated sales trainer.</p>
2005-2007	<p>Managing Director and Key Account Manager at Hogia.</p> <p>Hogia is group of software companies with products for administration and logistics. Reorganized a business unit within the logistics area, and developed key the accounts as Schenker and DHL.</p>
2004-2005	<p>Marketing Manager at Cityspace Scandinavia.</p> <p>Cityspace rolled out a new automated retail chain - Quickomat. Peter, member of the management team, built the Quickomat brand and launched the concept to both consumers and partner businesses.</p>

2002-2003	<p>Business Unit Manager at Framfab.</p> <p>Framfab was the second largest Internet consultancy company in Europe. Peter was After Market Business Area Manager with 13 employees and full bottom line responsibility, and member of the regional management team. Key was closing a multi-million SEK long term agreement with Volvo Cars.</p>
2000-2002	<p>Cofounder and VP at Expoplanet.</p> <p>Expoplanet developed an Internet based platform for virtual fairs and business matchmaking. Expoplanet was sold to Expocentric plc, noted on the London Stock Exchange.</p> <p>As VP Peter was responsible for of business development focusing international partners, as well as securing investor funding and acting CTO. He also managed the virtual part of the first COMDEX Nordic in 2002.</p>
1999-2000	<p>Business Unit Manager at Mind.</p> <p>Mind was an IT consultancy firm focusing on Internet portals. As intrapreneur and part of the regional management team Peter built a profitable new business area focusing on after-market services.</p>
1993-1999	<p>Key Account Manager, Product Manager and Team Manager at Linné Data.</p> <p>Linné Data was one of Sweden's leading IT consultancy companies. Peter worked in different part of the group.</p> <p><i>Cime Scandinavia</i>; a product company where Peter was product manager and member of the management team working with strategy and organisation.</p> <p><i>Riksbiljett</i>; product manager for a joint venture kiosk project with Telenor responsible for creating retail business concepts.</p> <p><i>Consulting</i>; led the creation and commercialization into many industries of services related to usability, which also was became a strategic cornerstone at Linné Data and resulted in co-authoring a book with other international experts.</p>
1995-1996	<p>Board member at Linné Data.</p> <p>Member of the board during an interesting time with new Norwegian venture owners and a shift to delivering marketing oriented solutions.</p>