

# Curriculum Vitae (CV)

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**Name** Lars (Gunnar) Lindeby  
**Year of birth** 650305



**Education**

2006 Autumn *Företagsekonomiska Institutet Stockholm*  
Business intelligence

1995 *University of Kalmar*  
Bachelor of Science (Econ.) Business  
*Administration, Economics & International Marketing*

1992 *University of Kalmar*  
Communication science 20p

1986 *Stagnelius Secondary School in Kalmar.*  
Education in Sales for Engineers

1985 *Lars Kagg Secondary School in Kalmar*  
Mechanical Engineer (4 years)

**Courses**

2006 *MS Project Introduction*  
2004 *Risk Management, BT Berlin*  
2003 *Six Sigma Analyst 1, BT Berlin*  
2001 *Influencing the Client, Quattro Consulting UK*  
2001 *High Potential Program, BT Kalmar*  
2000 *UGL, Affector Halmstad*  
2000 *Key Account Management, BT Berlin*  
1999 *Marketing & Sales Academy BT Derby*

**Language** *Fluent Swedish & English in speaking and writing.*  
*Basic knowledge of German*

**Military Service** 1985-86 *Signal Seaman, Swedish Navy*

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<b>History of Positions</b>	2009-	<i>Lindeby business Development AB</i>
	2007-2008	<i>FlaktWoods AB</i>
	2006	<i>Lindeby business Development AB</i>
	1998-2005	<i>Bombardier Transportation Kalmar</i>
	1995-1998	<i>Jefferson Smurfit Ltd.</i>
	1990-1995	<i>Bombardier Transportation Kalmar</i>
	1987-1990	<i>Industri Design AB</i>

**Reference of work**

2009-	<p><b><i>Lindeby business Development AB</i></b>  <i>Consultant within Procurement and Marketing Research.</i></p> <p>2011- <i>Working with Mithuna Export &amp; Import Ltd. India. Evaluating and establishing new business opportunities between China, India and Sweden.</i></p> <p>2009-2011: <i>Consultant at Bombardier Services in Strømmen, Norway as System Buyer for HVAC, Interiors, Bistro, Internal- and Gangway Doors.</i></p>
2007-2008	<p><b><i>FlaktWoods AB, Växjö</i></b>  <i>Supply Chain Manager</i>  <i>I was in this position responsible for Strategic Sourcing and Operative Procurement of material for large axial floor fans for the power industry. I was also responsible for Production, Logistic Planning and Testing of the products before delivery. The work has required close cooperation with suppliers globally and with engineering and sales organisation within FlaktWoods.</i></p>
2006	<p><b><i>Lindeby business Development AB</i></b>  <i>Consultant within Business Intelligence and Marketing Research and Business Development. I have among others made competitors and market analyses for Läckeby Water AB, Consilium AB and Citec Engineering OY. I have also been developing business and market plans for companies in the Kalmar region.</i></p>
2005	<p><b><i>Bombardier Transportation, Kalmar</i></b>  <i>(Aug-Dec) Engineering Manager Carbodies, Responsible for the development of Carbodies in stainless steel at the Kalmar Site. The work was focusing on finalizing the design of Regina for China, and transfer of carbody technology from the Kalmar site to Bombardiers site in Germany. Also responsible for marketing of the employers skills during the closure of the Kalmar site.</i></p>
2005	<p><b><i>Bombardier Transportation, Berlin</i></b>  <i>Strategic Sourcing, Lead buyer Protective coating. Globally responsible for strategic sourcing of paint solutions and</i></p>

standardisation of painting processes within Bombardier Europe. The work included identifying and evaluating supplier's capacity and quotations, reducing the supplier base and negotiating Long Term Supplier Agreements.

- 2002-2004 **Bombardier Transportation, Kalmar**  
*Strategic Sourcing: Project & Bids Director Industrial Carbodies, Derby/Kalmar. I was for the Carbody division globally responsible for monitoring, evaluation and controlling the procurement of carbody material during the bid and project realisation phases.*
- 2000-2002 **Bombardier Transportation, Kalmar**  
*Marketing Manager, PU Carbodies, Derby/Kalmar: Globally responsible for Marketing, Customer Relations and implementation of Bombardier Business Process. I was also responsible for registration, distribution and evaluation of bids within the Carbody organization. Part of the work was still to mobilize and lead the Bid Team in Kalmar.*
- 1998-2000 **Bombardier Transportation, Kalmar**  
*Site Tendering Manager, PU Carbodies, Kalmar. I was in this function responsible to mobilize and lead the Bid Team in Kalmar. The work included among others to gather bids and negotiate them with the customer. The bids were for both external and internal customers.*
- 1995-1998 **Jefferson Smurfit Ltd. Nybro**  
*Area Sales Manager of Packaging Solutions for the industry in the south area of Sweden.*
- 1990-1995 **Bombardier Transportation, Kalmar**  
*CAD Designer, Interior & Passenger Systems in the Kalmar site.*
- 1987-1990 **Bombardier Transportation, Kalmar**  
*CAD Consultant Designer, Carbody structure, Interior & Passenger Systems.*

## **Summary**

*A summary of the areas where I have high experience and knowledge which I have acquired in my profession during the years are:*

*Easy to engage in roles in the area of Strategic Sourcing, Project Management, Marketing & Sales and Business Intelligence of complex products.*

## **Contact information**

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