

BJORN GRAABEK

PERSONAL INFORMATION

- Born: 3. December 1963 in Copenhagen, Denmark.
- Marital status: Married, 3 children.
- Nationality: Danish

LANGUAGES

- Fluent in English (resident in USA for 1 year and in the UK for 6 years).
- Fluent in German (resident in Germany for a total of 3 years).
- Fluent in Danish.
- Knowledge of Swedish and Norwegian.

SUMMARY

- Very competent technically, primarily with networks and operating systems, as well as commercially aware.
- Extensive European pre-sales experience.
- Excellent communication and presentation skills.
- Team player, but also able and willing to work individually.
- Goal oriented.
- Very quick at comprehending new material.

ACCREDITATIONS AND TRAINING COURSES

NCC, Netcool Certified Consultant, 2003
Cisco BGP Knowledge Transfer, 2002
Cisco ICND (Interconnecting Cisco Network Devices), 2001
MCNE (Master CNE), 1994
MCT (Microsoft Certified Trainer), 1993
MCP (Microsoft Certified Professional), Windows NT, 1993
CNI (Certified NetWare Instructor), 1993
CNE (Certified NetWare Engineer), Novell NetWare products, 1990

Professional Selling Skills, Dermot Bradley, 2002
Champ Partner Planning Workshop, The Sales Consultancy, 1996
Tools and Concepts of Process Improvement, 1996

EDUCATION

1995 - 1996 Sheffield-Hallam University Sheffield, UK
Msc in Enterprise Network Management

1988 – 1990 Niels Brock Business College Copenhagen, Denmark
“Datanom” modules

- Courses in Computer Architecture, Data communications and Operating Systems.

relationships with Novell, Microsoft and Oracle.

- Notable wins in my area were BskyB, Reuters and Gateway 2000. I was involved all the way through the sales process, presenting the product, putting together the business cases as well as helping the resellers plan the implementing.

1994 – 1995 Corporate Computers London, UK

Enterprise Consultant

- Corporate Computers was one of the top three IT resellers in the UK.
- The Enterprise Consultants team, of which I was a member, consisted of the top five consultants within the company and had consultancy responsibilities with the largest enterprise customers.
- Examples of projects conducted by me were: Consultancy report on integration of Windows NT desktops at Global Asset Management. Consultancy report and proof of concept of offsite mirrored servers utilising Cisco routers and hardware encryption devices at Lazards. Implementing Tricord super-servers at GlaxoWellcome (today known as GlaxoSmithKline).

1992 – 1994 Persona Faculty Chessington, UK

Senior Instructor – Consultant

- Instructor on Novell Netware and Microsoft Windows NT training courses, teaching mainly communication subjects such as TCP/IP, NFS and network design.
- I was tasked with introducing Microsoft training courses to the training portfolio and became the first MCT on the staff.

1989 – 1992 Commodore Networking Division
Copenhagen, Denmark and Maidenhead, UK

Technical Support Executive

- The Networking Division was a knowledge centre within Commodore supplying national offices with networking products, support and expertise. Besides technical support, my responsibility was to evaluate and select products for the product portfolio. I was moved to Commodore's UK office to build up the networking expertise of that location.

1986 – 1989 Nordisk Transport Kastrup, Denmark

Systems Administrator

- Responsible for administration of an IBM S/36 mini-computer, connections to remote sites and the Novell NetWare network.