

Andreas Larsson

Date of Birth: 16th March 1971

Nationality: Swedish

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Professional skills:

- 9 years successful experience of bridging western and Chinese culture
- 7 years successful experience of building and managing teams in China
- Involve individuals and team members to create motivation
- Coach a team/individual according to their needs and present situation
- Successful record of using interpersonal communication and presentation skills
- Able to create both formal and informal networks in an effective way
- Able to implement manuals and working methods
- Specialist knowledge of warehousing and sales
- Hands on approach and used to solve problems at the shop floor
- Experience in identifying and evaluating suppliers

Work history:

October 2007 –

- Consultant for an American company in building up office and production capacity in China
- Supporting a Swedish company with Chinese supplier contacts
- 3 week assignment documenting “The 2007 Special Olympics World Summer Game, Shanghai” for Special Olympics International (<http://www.specialolympics.org/>). Formed and directed a team of Chinese and foreign photographers.

December 2006 – September 2007: Building up IKEA Business department, IKEA Shanghai

- Built up a department focusing on business start-up/small business customers
- Adopted IKEA guidelines to local situation in Shanghai
- Defined a working strategy and established working routines
- Extensive contacts with external customers to better understand their needs

October 2004 – November 2006: Self serve manager, IKEA Shanghai

- Changed the way of working and implemented a customer-centric approach within the department
- Improved relations between “Showroom” and “Self Serve” teams
- Built up a new motivated team from scratch and developed a high team spirit
- Made sure the department meets the goals set by the store
- Achieved a very good working relationships with other departments
- Dramatic improvement of the customer service index
- Developed and inspired the team to reach new goals
- Developed a successor that was able to take over the department

April 2003 - September 2004: Warehouse Group Leader, IKEA Shanghai

- In charge of receiving and replenishing goods in the store
- Established good relationships with the sales departments
- Trained and formed the organization in a new full sized store
- Developed a successor that could take my place

December 2000 - March 2003: Trainee Manager IKEA Shanghai

- Six months of rotation training, then assigned to work within logistics department
- Assistant to project leader when implementing MHS system in Shanghai
- Planned and implemented forklift training program for logistics co-workers

May 2000 - November 2000: Project leader at LTZJ in Shanghai

- Project Leader in local company selling textiles to European and American markets
- Customer representative when dealing with foreign customers
- Represent the company in trade shows in China

March 1999 - March 2000: Manager in the Chinese company MUDAN A/S, Denmark

- Acted as translator and explained background for Chinese management when meeting European suppliers and other counterparts
- Searched the market for, and evaluated suppliers. The company then based business decisions on this information

Special skills:

- Languages:
 - Swedish (native speaker)
 - English (fluent)
 - Chinese (fluent spoken, advanced level of reading and writing)
- Computer skills:
 - All major windows based applications (Excel, Word, Power point etc.)
 - Adobe Photoshop CS 2 (photo editing program)
- Drivers license:
 - Allowed to legally drive car, forklift and reach truck in China

Education:

- University of Lund, Sweden 1994-1995
 - Main subject was East Asian Studies (4 years) with focus on China, putonghua (mandarin), and Chinese modern history/economy.
- Beijing Language and Cultural University, China 1996-1997
 - Chinese language studies
- University of Lund, Sweden 1997-1999

Interests:

- Photography
- Meeting people
- Exploring Shanghai/China
- Computers & Multi Media

References:

- Available upon request