

Resume

Torstein Martinsen

Phone: 932 86 932

Adress: Bjørnemyrveien 51, 1415 Oppegård

Email: torstein_martinsen@msn.com



Personal information

Now I live in Oppegård outside Oslo with my family. We have two kids together, aged 5 and 8 years old. I am an active person, who are concerned with keeping a fit mind and body, this have been a passion for as long as I remember. During the years, I have created a big network of friends and colleagues. Keeping a social life, personal development, healthy habits (training&eating) and spend time with my family are the main priorities in my life.

Personal development is a key aspect for me, and I thrive for chances to develop as a person, leader and colleague. I will dare to say that this is something I actually have managed to do during the last years. I have more and more often heard from friends, co-workers and significant others that I have an unusual drive for personal development and that I am not afraid for putting new methods to the test, both in my personal life and at work. I see new ideas, change and personal setbacks and obstacles as something useful and essential for making progress.

I think one of my biggest strengths are the ability to maintain a proactive attitude in facing challenges and demanding situations. I tend to see challenges from different angles and do not jump into conclusions before I have made a thorough assessment. Keeping a solution-oriented and open mindset is important to me. This together with the willpower to push through when things are tough I regard as the biggest contributors for my personal success, and have brought me where I am today.

<https://www.linkedin.com/in/torstein-martinsen-36b25b41/>

<https://www.dagensperspektiv.no/ledelse/2018/bokormen>

<http://www.bygg.no/article/1326016>

Norway's top 100 leaders: <https://assessit.no/torstein-martinsen/>

Experience

Schneider Electric- Regional Manager Digital Energy March 2017- PRESENT

Responsibilities

- 12 direct reports + 45 technicians, pm and tpm.
- P&L +105mill NOK (Project + services)
- Leadership development and mentoring
- Hiring new employees
- Strategic planning and goalsetting
- Growth initiatives YOY
- Owner of leadership development work shops

Achievements

- Highest engagement index score in Schneider Electric Norway's history and the biggest jump in engagement score, from 37 to 81 in 7 months (2017)
- Highest engagement index score in Schneider Electric 2018 + 2019
- 55% growth in 2018 (Budget=5%)
- 110% revenue growth 2016-2019
- 25% increase in productivity 2017/18
- Awarded as the highest achiever and influencer in Schneider Electric Norway 2017/2018
- Hired 25 employees

Siemens - Group Manager Building Businesses September 2015 – February 2017

Responsibilities

- Personal responsibility for 20 people + coordination with 5 other from large projects
- Tot volume: ca 40mill NOK + coordination with large project
- Hiring new employees
- Planning for projects, service jobs and service agreements
- Strategic planning
- Contribute to the sales budget = 4-8 mill NOK

Other tasks

- Service ambassador
- Remote access promoter
- Developed a new way of

Achievements

- Increased volume in 2016 with ca 13 % and margin with ca 4% (+10% in service agreements)
- Hired 12 employees
- Build up a new team focused & winner culture within the service department
- Managed to change the old culture and lack of communication between leaders, sales and execution.
- Team - lead for contributing the new Energy Performance Contract on AIM (26,6mill NOK)

Siemens - Sales Manager East (Automation) October 2013 – September 2015

Responsibilities

- Target sales: 13mill NOK / 35% margin - Migration old to new and service agreements
- Calculating all offers (100.000 - 2.500.000 NOK)
- Solution design with customers
- Build up new relationships with 3-4 big stakeholders
- Leads to LP within (TBS-Total Building Solutions)
- Key customers: Norway Defense dep, Basale, Kongsberg, Elverum, Rezidor, Oppegård

Other tasks

- Mentoring new sales managers
- Participant in hiring new sales managers
- Planner of Siemens Social events

Achievements

- Achieved 30 % over budget both years
- **Was honored to be the nr1 seller in Siemens Norway in 2015**

GK Norge AS – Project Manager (Building Automation) - March 2010 - October 2013

Responsibilities

- Project P&L including settlements
- Change notifications
- Project planning and resource planning with other PM
- TPM – technical project manager, drawing topologies, IO-list, and transition boards
- Total responsibility for projects from 200.000NOK – 18.000.000NOK

Other tasks

- Mentor for project managers

Achievements

- Managed to increase margin in almost 100% of the projects
- Pm for A-hus – GK biggest automation contract
- Pm for GK new office in Ryen and Norway's first Energy plus house

GK Norge AS – Project Engineer June 2009 - March 2010

Responsibilities

- Testing and commissioning room and vvs automation

BE Electro – Service Electrician May 2004 - June 2006

Responsibilities

- Service electrician

Lysteknikk A/S – Service Electrician

June 2001 - May 2004

Responsibilities

- Service an project electrician, worked as sight manager on projects the last 6 months

PT - SATS ELIXIA

March 2002 - October 2003

Responsibilities

- Personal Trainer
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Education

INSEAD

2017 - 2018

Oslo University College

2006 - 2009

Grade: Bachelor of engineering in Cybernetics/Automation, Car B on average.

BI Norwegian School of Management

2012 - 2013

Grade: Managerial Economics, Car C-B on average

Oslo Technical School Electrician VK2

1999 – 2001

Grade: Electrician license Gr L

VK1 Electrical

1998 - 1999

Grade: Electrician license Gr L

Key Skills

- Developing effective work models and strategies
- Building great efficient teams
- Disrupt and change old habits and established truths/cultures
- Performance coaching
- Feedback training
- Value selling
- Innovation - thinking out of the box
- High work and mental capacity
- Social skilled and flexible in interacting with others
- Direct and clear communication

Roles

Business responsible OUC

October 2007 - February 2009

Finance Manager at OUC

January 2007 - January 2008

Courses

Mind Gym

Certified in feedback and Performance Coaching

August 2018

Meditation Tm-course

2018 (3months)

Personal mental training

Went to coaching lessons with one of Norway's best known mental trainers Tommy Fjeldheim

January 20012 - January 2014

Norway coaching academy (NCA)

Learned the skills in coaching techniques

Mars 2014 – Mars 2015

Crossfit Level 1 instructor

January 2015