



PROFILE

A charming and kind person with a high work capacity and the ability to balance the importance of people and business.

Rational, analytical, calculating, open and helping at work. Strong against headwind and raise the sails in tailwind.

Playful at home, likes a challenge, curious and positive.

CONTACT

PH:
+47 900 930 64

WEBSITE:
<https://andreashanekamhaug.no/>

E-MAIL:
Andreas.hanekamhaug@gmail.com

HOBBIES

Creative activities, building.
Drawing and arts
Ski and Snowboard
Running and gym.

Recessive Trait:
MENSA Member

REFERENCES

Marouane Ben Amor, former General Manager at BikeFinder AS, now working as Senior Director at Cognite AS
Tlf: +47 904 78 944

Christian Dahl-Andersen, former Sales Director at BikeFinder AS
Tlf: +47 916 39 927

Espen Dubland Vestre, friend.
Tlf: +47 932 54 802

ANDREAS HANEKAMHAUG

WORK EXPERIENCE

BikeFinder AS,

↳ **Senior Sales Executive, 01.01.22 –**
Responsible for all B2B sales in 2022, and everything connected to the process – contacts, tenders, reaching budgets, key initiatives, technological systems and adaptations, order system, invoicing, logistics and more. Top seller every month, the main source of income for the company, and in 2023 I sold three times more than the rest of the sales team combined (3 other sellers).

↳ **Key Account Manager, 03.02.20–31.12.21,**
Shared responsibility for all B2B and D2C sales, establishing sales processes, CRM system, contracts, marketing, webshop and more. Contributed to a tripling of the turnover from the year before, both years.

ECIT AS

↳ **EnklereStart.no AS Customer advisor, 01.02.19–01.02.20**
Establish companies (AS) at the request of customers and sell effortless accounting services to the newly established businesses. The main purpose was to hold the customers' hand through the process and create good relationships, to guide the customer through the sales funnel. AS the only employee in the company, I tripled the turnover in 2019 from 2018, and this was mainly from July 2019 to December 2019, when school was finished.

↳ **ECIT Verdipapir AS, Sales and meeting rep., 16.06.18–31.01.19**
Launch of the company as a full-fledged accounting service firm within the financial environment with Secbase AS as the supplier of the technology. The work consisted of booking meetings with decision-makers, inviting to events and setting up offers.

↳ **SecBase AS, Developer & Res. for Sales. 01.11.16–15.06.18**
Development of a digital solution for automatic bookkeeping of securities transaction receipts in the accounts. The login portal and user interface were set up using the angular framework, where the solution is developed in JavaScript. A capital raise with ECIT meant that I was the most natural person to drive forward external dialogues and do outreach sales.

Adamsakt (Hanekamhaug Akt), CEO and Founder, 01.05.17–01.12.19

A company that thought sketching using male models. I led, before the onset of Covid-19, a group of 10 contractors – 7 models and 3 instructors.

Posten Norge AS, First officer, 05.05.05–01.08.16

Production, logistics and distribution of mail. Initially on the afternoon shifts, and then worked the night rotation from 2007. At times responsible for parcel mail on a machine with 7 employees.

UTDANNING:

Western Norway University of Applied Science.

2016 – 2019

BBA, general study within economics, innovation, and management.

Worked with entrepreneurial activities on the side, worked as a manager of financial models in BTS invest, and took on voluntary assignments as a bartender at Kronbar.

Bachelor – Steps to succeed with disruptive technology: [click here.](#)

University of Stavanger

2008 – 2014

MSc Petroleum Technology. Engineering studies which were supplemented with a 50-100% position as a First Officer Night rotation at the production and distribution department at the Post Terminal in Stavanger. Also Worked as a volunteer at the student bar "Tappetårenet" as both a bartender and a bouncer.

Master – Sensitivity analysis of Dual Gradient Drilling: [click here.](#)

Bachelor – Hydrate formation: [click here.](#)