

CURRICULUM VITAE

Name: Ingemar Dahlqvist
Date of birth: 9 May 1952
Nationality: Swedish
Marital status: Married since 1976, with a daughter born in 1978 and a son born in 1981.

Main qualifications:

Many years' experience of internationalisation in leading roles in both the private and public sectors. I have worked in over 30 different countries in over 30 years. I provide training in internationalisation and am an expert in cultural differences. I also have experience in EU projects.

A SAMPLE OF CONSULTANCY ASSIGNMENTS INVOLVING OVER 100 HOURS' WORK BY INGEMAR DAHLQVIST, INTERNATIONALISERING I FYRSTAD AB, 1995 – 2011

2011 – ongoing	Yrkeshögskolan i Mölnlycke. Teaching in international commerce.
2009 - ongoing	Business Region Göteborg AB. Advice and lectures in export procedures at the Corporate Development department.
2006 – ongoing	Business Region Göteborg AB. Ecoex – development of exports in environmental technology companies in the Västra Götaland region.
2006 – ongoing	Pluskompetens, Uddevalla and Gothenburg. Teaching in export procedures, the EU and different business cultures Member of the Board of Directors for 4 years.
2006 – 2010	Försäljningsakademien, Mölnlycke. Teaching in export procedures, the EU and different business cultures at Masters level. Member and Chairman of the Board of Directors for 2 years.
2006 – 2007	Sörensen Connecting Markets, Kolding, Denmark. Swedish representative for a Danish-German consultancy organisation.

2005 – ongoing	Exportbron – joint activities with a Norwegian colleague providing advice to Swedish and Norwegian companies on matters relating to exports.
2005 – 2006	Innovatum Teknikpark, Trollhättan. 2005 Design Year and 2006 Design Year, market development at companies through industrial design.
2005 – 2006	IMN Suntech, Vänersborg. Market-orientated CEO working 0.5 FTE.
2004 – 2008	Innovation Västra Götaland, Trollhättan. Market development for research companies and entrepreneurs.
2004 – 2006	Innovatum Teknikpark, Trollhättan. Project leader in “Lönsamma Miljöaffärer” [Profitable Environmental Business], market development through industrial design, communication and business development.
2003 – 2006	Ilexport, Lecco, Italy. Providing Italian companies with assistance in the Nordic market.
2003 – 2004	Dalsland Local Authority Federation, Håverud. Business and company development through industrial design in 12 companies from Dalsland.
2002 – 2004	NäringslivsCenter Norra Skaraborg, Töreboda. EU Objective 2. Development of exports in regional companies.
2002 - 2003	Komvux, Vänersborg. Teaching in export procedures, the EU and different business cultures.
2000 – 2003	Fyrstadskansliet, Vänersborg. EU project in Asia Invest, transfer of technology to Vietnam.
1999 – 2003	Högskolan Väst, Uddevalla. Teaching in export procedures and different business cultures in English for exchange studies.
1997 – 2000	Högskolan Väst, Trollhättan. Project in the EU Leonardo da Vinci programme. Development of tourism, 9 different partners in Europe.
1996 – 2003	Företagsutveckling Fyrstad, Uddevalla. EU Objective 2. Coordination for internationalisation and market development at several hundred companies. International cooperation project between the Fyrstad region and other regions in Europe. The assignment involved 0.8 FTE for 6.5 years.

- 1996 - 2000 AMU, later known as Lernia, Trollhättan. Teaching in export procedures, the EU and different business cultures.
- 1996 – 1999 Högskolan Väst, Trollhättan. Development of and subsequently a teacher in occupational training equivalent to 20 further education credits in export procedures and internationalisation.
- 1995 – 1996 Development of a concept for sales of paper and pulp to Poland.

POSTS HELD BY INGEMAR DAHLQVIST, 1976 – 1995

- 1994 – 1995 Trebruk AB. Director of Sales and Marketing at the paper mill Kostrzynskie Zaklady Papiernicze SA, Kostrzyn n/O, Poland. Responsible for setting up a Polish subsidiary. Member of the Board of Directors.
- 1991 – 1993 Trebruk AB. Director of Sales and Marketing at the paper mill Håfreströms AB, Åsensbruk. Member of the Board of Directors.
- 1990 – 1991 Telia. CEO of Scandinavian Telecommunication Trading AB, Oslo, Norway.
- 1988 – 1990 Telia. Director of Sales and Marketing at Teli AB, Crossbar Supply Division, Vänersborg. Deputy Head of Division and responsible for business development. Member of the Board of Directors.
- 1988 – 1988 Telia. CEO of OY Teliteollisuus AB, Helsinki, Finland.
- 1986 – 1987 Telia. Area Manager at Teli AB, Nynäshamn. Responsible for the company's marketing strategy and its implementation in 11 different countries. Responsible for setting up subsidiaries in the United Kingdom and Finland.
- 1980 – 1985 Volvo Aero Corporation, Trollhättan. Head of Sales in Subcontracts. 1 year at the ESA, mainly in France. Special project in European diesel engine manufacturing.
- 1977 – 1980 Volvo Aero Corporation, Trollhättan. Accountant in the business accounting unit.
- 1976 – 1976 Volvo Aero Corporation, Trollhättan. Calculator – military spares

Language skills (1 to 5)

Language	Spoken	Reading	Written
Swedish – Mother tongue			
Norwegian	5	5	5
English	5	5	5
Danish	4	4	3
German	3	4	2
French	3	4	2
Polish	2	2	1
Spanish	2	2	1
Italian	2	2	1
Dutch	1	2	1

Member of the Board of Directors of following companies, between 1990 and 2004

STT AS	Oslo
GS Communication AB	Uddevalla
Trebruk Papir AS	Copenhagen
Trebruk GmbH	Hamburg
Trebruk SA	Paris
Trebruk Benelux BV	Brussels
Trebruk Marketing Ltd.(Ireland)	Dublin
Trebruk Handelspapiergesellschaft GmbH	Vienna
Nordpapier AG	Zurich
Trebruk AG	Basle
Trebruk Polska SA	Bielsko – Biala
Telestugan i Färgelanda, co-operative society	Färgelanda