

Curriculum Vitae



Stefan Kramer

Career Focus and scope

Broad based executive management experience in an international corporate environment, with focus on trading, retailing, private equity and corporate finance, with relevant exposure in Europe, Asia and the United States. Strong result orientation with well documented track record of achievements. Proven leadership and management skills in small, medium sized and large organizations, in different cultures and environments.

Professional experience



SOURCEBYNET

2000 – 2016 Founder Partner and Director, Sourcebynet Pte. Ltd. Singapore

Start up of information technology driven sourcing and trading company, aimed at the European, Australian and US Furniture and Home Improvement retail industry. Responsible for Sales and Marketing operations and development globally. Periodic service on the company's Board of Directors. Sourcebynet operates 12 sourcing offices in 8 countries and 9 sales offices globally. The turnover of the company in 2016, will be approximately 120 million US dollars. The company employs circa 150 co-workers. During this period I have had postings in Singapore, Copenhagen, Stockholm and Basel.



1998 – 2000 General Manager Business Development, IKEA Asia Pacific Singapore

Asian headquarters for the IKEA group's purchasing, sourcing, wholesaling and industrial investment activities in the Asia and Pacific region. I managed rapidly growing regional operations in sourcing, supply chain, quality control systems, information technology, code of conduct compliance and joint venture manufacturing. The operations involved 18 offices in 9 countries with ca. 900 staff and an annual turnover exceeding 1 bn.US dollars. Reporting to the Managing Director of IKEA Asia Pacific, 6 staff functions reporting to me.



1994 – 1998 Managing Director, IKEA Trading Thailand Ltd. , Thailand

Captive purchasing, investment and trading company, operating in Thailand, Vietnam Laos and Myanmar. Management of rapidly expanding business including several manufacturing joint ventures and partnerships. Offices in Bangkok and Ho Chi Minh City involving a total staff of ca. 100 co-workers. Maintained a growth rate in excess of 25% pa. over the period. Also accomplished successful turnarounds of three failed manufacturing joint ventures.



1993 – 1994 Country Manager, IKEA Trading Hong Kong Ltd, Pakistan

Establishment of purchasing and trading activities for the IKEA group in Pakistan. The representative office was chiefly engaged in developing and procuring business with the local textile industry. Managed to build the operation from nothing to a turnover of 20 million US dollars and 15 employees.

Four Seasons Venture Capital AB

**1989 – 1993 Senior Associate, Four Seasons Venture Capital and Fortic
AB, Sweden**

Investment, corporate finance and venture capital companies engaged in acquisitions, development and management of medium sized companies in various industries. Portfolio management including service on multiple boards of directors. Investing and divesting companies and assets. Total asset base exceeding 500 million SEK.

STK
AB Svenskt Tillväxtkapital

1985 – 1989 Managing Director, STK Svenskt Tillväxtkapital , Sweden

Venture capital company with institutional ownership. Minority investment in and management of portfolio companies, including serving on several boards of directors. The company had a committed capital of 27 million SEK and invested in several portfolio companies simultaneously.



1984 – 1985 Senior Consultant, R&R North Bay Group, Sweden

Management consulting group working with assignments for public corporations focused on industrial analyses, and mergers and acquisitions.

1982 – 1984 Managing Director, Coverbind Corporation, USA

Start up of US subsidiary company of a Swedish parent company. The company was engaged in manufacturing, sales and distribution of the Coverbind system in the United States.



SWEDISH TRADE OFFICE

**1980 – 1982 Assistant to the Trade Commissioner, Swedish Trade Office
New York, USA**

Consulting assignments for Swedish corporate clients, focused on market entry strategies, including industrial analyses and mergers and acquisitions.

Education

- 1977 – 1980 University of Stockholm, MBA programme, Stockholm
- 1976 – 1977 Stabs och Sambadsskolan, Stabsassistent Sergeant, Uppsala
- 1975 Sigtunastiftelsens Humanistika Läroverk, College, Sigtuna

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References will be provided on request