



VIKTOR BENGTSSON

About Me

I have spent my career in formal and informal positions of leadership, on 3 continents and in multiple industries.

agribusiness · academia · marketing · SaaS · biotech · pharma · finance

I believe in **objective leadership** and that data-driven methods are key to sustainable success.



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LANGUAGE

- English
- Swedish
- Portuguese (beginner)

THEORY OF LEADERSHIP

1. Make good decisions
2. Take care of people
3. Maintain your energy (for 1 & 2)

SUMMARY

2020 - present · Exergon Limited
Consultant

2021 - 2022 · Coin360
CEO

2021 - 2023 · Hilbert Group
Senior Project Manager (CEO @ Coin360)
COO (Interim)

2018 - 2021 · Captario
Key Account Manager/Senior Analyst
Knowledge Manager

2016-2018 · Bridget
Partner & Strategist

2015 · Gothenburg University
Visiting Lecturer

2014 - 2016 · Career break

2012 - 2014 · Golden Veroleum Liberia
General Manager Logistics

2011 - 2012 · Liberia Cocoa Corporation
Management Consultant

2009 - 2011 · ADA/LAP
Operations Manager

2009 - 2011 · Jensen Education
Teacher

2009 - 2011 · "Development Through Reconciliation"
Co-founder & Organizer

2003 - 2008 · Gothenburg University & Chalmers
University of Technology
PhD candidate, lecturer, researcher

Detailed CV



Experiences

2020 - present • Exergon Limited

Consultant

- Parental leave - Dad
- Coin360 - CEO
- Hilbert Group - Interim COO
- Captario - Sales, Customer Success, Key Account Manager

2021 - 2022 • Coin360

CEO

Employee #1 of this joint venture. I designed a business plan to grow a crypto web app into a financial data platform for digital assets, and a revenue model that transitioned from ad sales to a SaaS model fueled by PLG.

- 👤 Recruited a strong team of 20 (development, content, sales)
- 📈 Grew revenue from 0 to US\$1 million in one year (net profitable in the first year)
- ⚡ Spearheaded a new modular product design tailored for product-led growth

2021 - 2023 • Hilbert Group

Senior Project Manager (CEO @ Coin360)

COO (Interim)

2018 - 2021 • Captario

Key Account Manager/Senior Analyst

Knowledge Manager

Captario builds and sells a Pharma SaaS for simulating outcomes of projects and portfolios. I joined as the first Customer Success hire, later transitioned into a sales, analyst, and KAM role with periodically significant involvement in product development.

- 💰 Closed the first major sale to a top50 pharma company after spearheading the pilot project
- 🏢 Guided client implementation and served as consultant analyst at client HQ
- 🌐 Simulated Covid-19 impact on client drug development at the early stages of the pandemic
- 👛 Successfully led client analysis through two yearly portfolio reviews

2016-2018 • Bridget

Partner & Strategist

Employee #2 and partner of this communication agency focused (then) on B2B marketing. I wrote content, drafted communications strategies and built brands.

I spent close to a year working full-time for a biotech client who had built a novel platform for RNAi screening 🧬 What started as content writing targeted at a scientific audience soon expanded to advising the company on software 📈 and finally software development outright.

I conceptualized (on spec) and built a software for processing (ML image recognition in Python) and analysis (Cellprofiler on AWS cluster) of fluorescence microscopy images, with a consumer-grade web application frontend (Django + React).

2015 • Gothenburg University
Visiting Lecturer

2014 - 2016 • Career break

I was fortunate to be able to take a career break 🛑 after five years in Liberia. I spent this time in Morocco, reading 📖 writing 🖋️ reorienting 🧭 and reflecting 📝 on the values that drive me 🌱. It was a formative time, not only for my subsequent career but for my life from that point to present day. I am a great proponent of taking breaks.

2012 - 2014 • Golden Veroleum Liberia
General Manager Logistics

I took over the procurement & logistics team 2 years after the start of this US\$1.6 billion greenfield oil palm investment in Liberia.

Logistics in Liberia was challenging. Bridges collapse 🏗️, roads wash away 🌧️, ships sink 🌊, equipment gets stuck/breaks down/catches fire 🔥. All the while a massive operation of more than 4000 staff and over 100 pieces of equipment needs to be supplied.

My key achievements ranged from the spectacular to the mundane:

🚢 Spearheaded two vessel charters and man-powered 🧑 cargo operations during times of no road access

💰 Budgeting for department handling procuring and handling goods of over US\$100 million/year

🔧 Managed implementation of SAP in procurement and created an inhouse DB application for logistics

🌐 Developed plans for a logistics base with supported by shipping line agreements

2011 - 2012 • Liberia Cocoa Corporation
Management Consultant

I served as on-site consultant for the first large-scale cocoa production in Liberia. My main responsibilities were draft new operating plans, assure compliance, and train the existing management staff.

🌱 Created operational planning for 2000 ha/year expansion

⚖️ Restructured the management team and implemented compliant HR procedures

💰 Engineered a new system for budgeting and financial reporting

I remained connected to project post-contract, guided senior management through grant applications and revision of financial plans.

2009 - 2011 • ADA/LAP
Operations Manager

ADA/LAP was the first large-scale (45,000 ha target) mechanized rice farm in Liberia. It was also my first management role and a trial by fire 🔥

👤 Led a workforce of 400+ staff (recruited from post-war disarmament programs)

🌱 Brought in first ever harvest in incredibly challenging conditions

🗣️ Represented the company with authorities, received dignitaries, media appearances

⚙️ Developed data-driven systems for operations and logistics

💰 Created a new business plan and strategy for securing financing

2009 - 2011 • Jensen Education

Teacher

2009 - 2011 • “Development Through Reconciliation”

Co-founder & Organizer

- Organized conference in Swedish Parliament with the chairman of Truth and Reconciliation Commission of Liberia as keynote speaker.
- Successfully lobbied the Swedish Ministry of Foreign Affairs and the Swedish International Development Agency to grant US\$1M to the TRC of Liberia.

2003 - 2008 • Gothenburg University & Chalmers University of Technology

PhD candidate, lecturer, researcher

- “On the surface of things” (PhD thesis)
- “The B-model on the A-model NS5-brane” (collaboration)
- “Membranes for topological m-theory” (collaboration)
- “U-duality covariant membranes” (collaboration)