



# Maria Wahlgren

Principal Global Client Director , Strategic Account Manager, Digital Transformer

## PROFILE

Strong people management skills with experience leading high-performing teams in the Automotive and Manufacturing industries. Extensive business background, including 19+ years of education-related experience and 4+ years of strong sales expertise. Proven track record in managing and leading high-performing sales teams to achieve quotas and drive sustainable year-over-year growth.

Results-driven cloud and IT professional with extensive experience in public cloud governance, migrations, and platform optimization, particularly within Cloud environments. Demonstrated Expertise in setting up secure, scalable Cloud infrastructures and driving cost efficiencies. A strategic leader with a proven ability to deliver business- aligned roadmaps, manage cross-functional teams, and execute complex IT projects with agility

## CONTACT

LINKEDIN

**Maryam wahlgren**

EMAIL:

**wahlgrenmaria01@gmail.com**

PHONE:

**+46-738002287**

## KEY STRENGTHS & CORE SKILLS

---

### STRATEGIC ACCOUNT MANAGEMENT

- Managing complex, multi-brand automotive accounts.
- Driving significant revenue growth and securing multi-year strategic partnerships.
- Cultivating strong relationships with C-suite executives and key stakeholders.

### CLOUD TECHNOLOGY & DIGITAL TRANSFORMATION

- Leading cloud migration projects and digital transformation initiatives
- Strong expertise in Cloud platforms for automotive industry solutions.
- Spearheading innovative projects in connected car technologies and manufacturing digitization

### TECHNICAL EXPERTISE & INNOVATION

- Leveraging automotive engineering background to provide tailored cloud solutions
- Integrating cloud technologies with automotive-specific needs

### PROJECT MANAGEMENT & COLLABORATION

- Managing complex projects across various automotive brands and suppliers
- Coordinating cross-functional teams to achieve project objectives
- Advanced agility skills in executing IT projects aligned with business needs

## EDUCATION & CERTIFICATIONS

---

- **Master of Computer Science** - Chalmers University of Technology 1999-2003
- SAFe Agilist, SAFe DevOps Practitioner 2017, 2019
- AWS Certified Cloud Practitioner 2021
- AWS Leadership Academy Clifton Strengths

## WORK EXPERIENCE

---

### **Amazon Web Services(AWS) – Principal Global Client Director**

2023– Present

Leveraging 17+ years of automotive engineering expertise and 4 years in my current role at AWS, I drive growth and innovation across complex, multi-brand automotive accounts.

Currently responsible for the Zhejiang Geely Holding Group account (excluding China), overseeing a diverse portfolio of eleven automotive brands and four supplier companies. This includes renowned brands such as Volvo Cars, Polestar, Lynk&Co, Lotus, Zeekr, LEVC (London Electric Vehicle Company), and SMART; and supplier companies: Zenseact, EcarX, CEVT, and Novo Energy AB.

Lead a multinational team of Solutions Architects (SAs), Customer Solution Managers (CSMs), Technical Account Managers (TAMs), and Global Account Managers (GAMs) distributed across Gothenburg, Germany, and the UK. Collaborate closely with AWS specialists and executives to deliver comprehensive solutions.

Through my strategic vision, technical expertise, and customer-centric approach, I have not only driven substantial revenue growth but have also positioned AWS as a critical partner in the automotive industry's digital transformation. My ability to navigate complex organizational structures, identify key opportunities, and deliver tailored solutions has been instrumental in securing AWS's position as a preferred cloud provider for major automotive players. My contributions continue to shape the future of cloud technology in the automotive sector, driving innovation and efficiency across the industry.

Recognized for my customer-centric approach, I have a track record of navigating complex organizational structures, identifying key opportunities, and delivering tailored solutions. This has been instrumental in securing AWS's position as a preferred cloud provider for major automotive players

### **Amazon Web Services – Global Account Manager**

2020– 2023

Responsible for Volvo Cars account. Spearheaded efforts to secure Volvo Cars Connected Car (C3) workload, a key objective for 2021-2022. Orchestrated various customer engagement activities including workshops, presentations, immersion days, and gamedays. Facilitated participation of Volvo Cars C-suite executives in Partner Events in the USA and Gent. Conducted daily synchronization calls with Digital Architecture Manager and Volvo Cars Tech Lead at Connected Cars. Successfully led initiatives resulting in two subsequent RFQ wins. Leveraged established trust to initiate collaboration on key customer objectives. Demonstrated strong relationship management and strategic planning skills, contributing to account growth and customer satisfaction.

### **Volvo Cars AB - Senior Engineering Manager - Consumer Digital**

2015–2019

Responsible for building, shipping, operations, availability, and improvement of web components and microservices for volvocars.com and Care by Volvo (web & mobile apps). Leading and coordinating between a team of 30 + IT consultants and employees in Gothenburg, Stockholm and US. Fostering a cohesive, creative, open and comfortable working environment. Working with Program Management, Product Owners and Markets to create roadmaps as per data and business then delivering as per the business priorities. Driving implementation of Agile and DevOps strategy – Tools, Culture, Integration, Automation, Monitoring and Reporting. Improving end user experience by effective monitoring and collaborative incident management and problem management with product teams.

**Polestar - Senior Engineering Manager**

2017-2019

Responsible for development and operations of Polestar 1 and 2. Overseeing the entire product lifecycle from concept to launch. Led a cross-functional team of engineers, designers, and technicians to deliver innovative electric vehicle solution.

**Volvo Cars AB - ECommerce Manager – Digital Group**

2014-2015

Responsible for development and operations of Volvo Cars ECommerce Portal, which consisted of some cloud based in-house systems integrated with SaaS platforms- Payment Gateway, IBM Commerce etc. Team consisted 20 people with a budget responsibility of 40 MSEK.

**IT Service Manager- Market & Sales and Finance application,**

2013 – 2014

Responsible as Service management for APL-Block applications(6), which were used for VCC Finance applications. Team of 4 employees and 10 consultants from Indian vendors for operational responsibilities.

**IT Application & Project Manager - Manufacturing**

2010 – 2012

As ITAM I was responsible for Manufacturing common applications system and all communication towards customer and suppliers.

Within this timeframe responsible for IT operation group delivering application delivery, and also responsible for 2 different projects (ARO and CCP).

**Tech Lead - WRS2VCC Project**

2009– 2010

Responsible for architecture, implementation and Testing (System, Integration, UAT) between downstream and upstream systems.

**Senior Java developer- OTD( Order To Delivery) & Next Gen Project**

2005– 2009

As Senior Java Developer, I had the focus on design, development, Testing and Operational issues of modules assigned to me in a complex OTD implementation project.