

Benjamin Klingsbo

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Stockholm

EXPERIENCE

Account Manager & Product Specialist — Google

Dublin · 2017 – 2022

- Managed Sweden's largest advertising book of business as the youngest AM in the region, averaging **18% QoQ** revenue growth through consultative partnership development.
- Pioneered programmatic automation at Dentsu Aegis, scaling utilisation from **3% to 68%** — the highest adoption globally — by building a compelling commercial case for behavioural change.
- Delivered **10+ keynotes** to audiences of 50 – 100+ C-level stakeholders; hosted Talks at Google including a 100+ person Q&A with the Waymo CFO.
- Partnered with enterprise product leads to shape roadmap decisions; contributed to 10+ EMEA hires as part of the regional interview committee.
- Achieved 100% win rate in competitive procurement scenarios against rival platforms on a pure performance basis.

Co-Founder & COO — Ankra

Stockholm · 2022 – 2025

- Raised **\$1.2M** pre-seed and secured Techstars selection; led all investor presentations, term negotiations, and stakeholder communications.
- Sole commercial owner of all external relationships (investors, partners, enterprise clients) across a complex B2B infrastructure product in a nascent market.
- Founded and scaled the Platform Engineering Community in Stockholm — events for 20 – 80 engineers — establishing Ankra as a credible brand in the Nordic tech ecosystem.
- Managed a cross-functional team of seven; built culture in a resource-constrained environment balancing technical and commercial priorities.
- Self-taught Python, Infrastructure as Code, and Kubernetes to validate MVP viability before capital raising.

Business Development (AE) — NextRoll (formerly AdRoll)

Dublin · 2016 – 2017

- Opened the Nordics as AdRoll's first profitable EMEA market, building a book of business from zero through full-funnel outbound sales.
 - Trained three new hires; two became top performers within their first year.
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CURRENTLY BUILDING

Klingsbo Ventures AB

Strategic Partnerships & GTM Consulting

Commercial strategy and GTM for technical products on a project basis. Available for engagements in robotics, enterprise AI, and adjacent spaces.

Energize

Toy Robotics · By Invitation

A toy robotics venture in development. Details shared by invitation only.

SUPPORTING

Babu Sunuwar — Everest Dead-Zone Cleanup

Volunteer · Pro-bono commercial strategy

Babu is a former Red Bull athlete and the first person to fly tandem off Everest. Volunteering commercial strategy for his project to remove waste from above the dead zone using paragliders.

OUTSIDE WORK

Paraglider (P3, qualified in Nepal) · Solo motorcyclist (Stockholm to Barcelona, COVID-19 pandemic) · Three 10-day Vipassana silent meditation retreats · Reading, yoga, embodied intelligence.

EDUCATION

BA International Marketing — Mälardalen University, Sweden

Study Abroad: XLRI Jharkhand, India (Top 3 Business Schools) · Portland State University, USA (Professional Selling)
