

Endurmenntunarstefna Microsoft

Heimir Fannar Gunnlaugsson,
Framkvæmdastjóri Microsoft á Íslandi

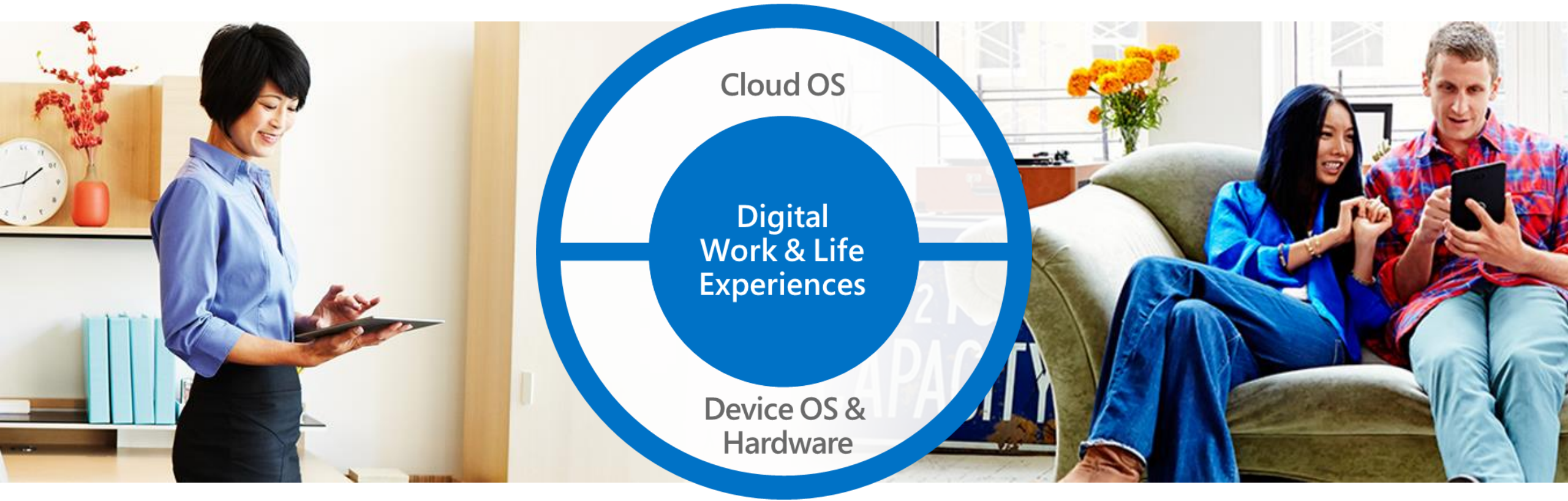


Microsoft confidential

Microsoft – *fortíðin*



Microsoft – *Framtíðin*



*We Are the Productivity and Platform Company
for the Mobile-first and Cloud-first World!*

“We Will Reinvent **Productivity**
to **Empower Every Person**
and **Every Organization** on
the Planet to **Do More** and
Achieve More.”

– Satya Nadella

July 10, 2014



Lykil einkenni sem við leitum að...



Nimble



Communicative



Collaborative



Decisive



Motivated



A New Approach to Performance & Development

We Explored Different Options Leveraging External Research, Best Practices, and Internal Discussions to Inform New Program Goals



Deliver results differently through teamwork



Feedback that helps you learn, grow, deliver results



Reward contributions and business impact

[HRweb](#) > [My Career](#) > [Career Guide](#) > CareerGuide

Sales

Sales Leadership

Print preview

Sales: Sales Leadership

Sales Leaders are transforming the way we engage with customers and partners. They know the competitive landscape and implement strategies that maximize customer and partner value, increase share and drive growth. They build sustainable capabilities in individuals and teams for integrated customer and partner collaborations, nimble competitive responses, and quick execution.

Roles included:

- Sales Manager
- Channel Sales Manager
- District Sales Manager
- Segment Leader
- Sales Leader
- Regional Leader

Select any two stages to compare...

Or... [Compare to another discipline](#)

	Stage 4	Stage 5	Stage 6	Stage 7	Stage 8
Manager	Sales Management Level: 60-61	Sr. Sales Management Level: 62-64	Director Sales Management Level: 65-67	GM Sales Management Level: 68-69	VP Sales Management Level: 70

Levels displayed are IS specific.

[View leadership stages](#)

Manager: Stage 5: Sr. Sales Management

Key results

Describe expected outcomes within a discipline.

[View key results for entire discipline](#)

Information & resources

My Information

My Directs Information

[Gudjon Karl Thorisson](#)
Partner Sales Executive - IC3

[Gunnar Karl Níelsson](#)
Account Executive - IC4

[Halldór Már Sæmundsson](#)
Partner Sales Executive - IC4

[Sævar Haukdal](#)
Inside Sales Specialist - IC3

Available Jobs

View available jobs by standard title

- [Sales Manager](#)
- [Channel Sales Manager](#)
- [Segment Leader](#)
- [Sales Leader](#)
- [District Sales Manager](#)

View [all available jobs](#) for this discipline



Heimir Fannar Gunnlaugsson (hegunnla) ▼

COUNTRY MANAGER ICELAND

Reports to: Kamilla Jørning Roost

[HOME](#)[MY CONNECTS ▼](#)[MY FEEDBACK ▼](#)[MY ORG ▼](#)

Welcome Heimir Fannar

Connects help you and your manager discuss the impact you've had in recent months and what you will focus on going forward. This is all about quick, useful connections that help you learn, grow and contribute to team, business or customer impact. When appropriate, take this time to consider your career development or to request feedback.

MY CONNECTS

[Get Started](#)

Connect in Q3:

Posted on **FEB 05, 2015**

[View](#)

MY CAREER

Get the most out of the career opportunities at Microsoft.

[Career Development Plan](#)[Career Guide](#)

MY FEEDBACK

0

Pending Requests

[Provide](#) | [Request](#)

HOW-TO

[Have a Connect](#)[Have a Connect - Managers](#)[Manage Rewards](#)[Performance History for Directs](#)

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[Philosophy](#)[Connects](#)[Sample Connects](#)[Feedback](#)[Career Development](#)

required + planned

0 currently due

Required Courses

0 incomplete

My Plan

my team

100% Current Month FRI

Team FRI Score

recommended

4 courses
1 available

Recommendations

Recommended Courses

**How To Produce High
Quality Consumption Plans
with Customers**

Online Delivery

30 mins

Not Started

Requires CorpNet



UPDATE YOUR PROFILE

Help us improve your
recommendations and select an
industry

spotlight

Role Guide
moves to the
cloud[Click for details](#)

CRM Online Fundamentals



Devices Sales Update, March

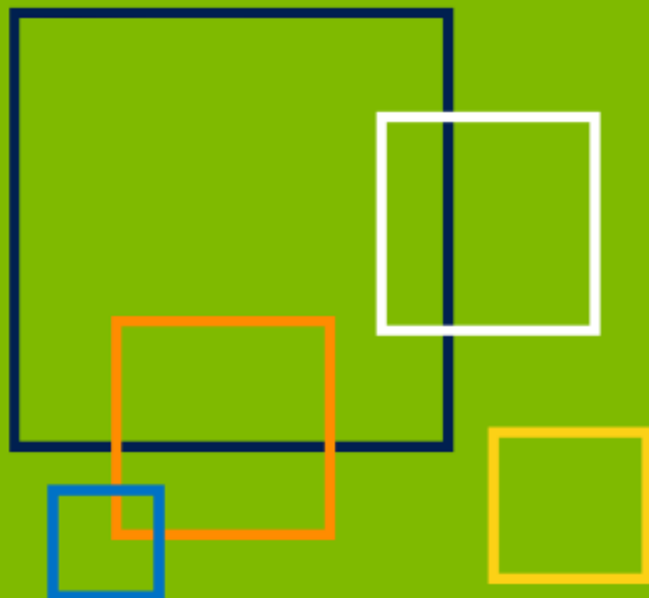
REQUIRED TRAINING

JUST IN TIME. JUST ENOUGH. JUST FOR ME.

Readiness Edge content is tailored by role.

You have no required training at this time.

To browse content tailored for other roles click 'Training for other roles' below.



Azure Customer
Expectation Setting,



SQL Server 2005 End
of Extended Support



Garage Series After
Hours: Managing



Office 365 Update Q...
FY15



Office 365 Top
Escalations and



Coaching for Quality
Customer Planning




Coaching Pipeline
Reviews









Coaching for Q
Consumption P





00:00:13 / 00:20:48

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