CV



Odin Myrvang

Address: Colbjørnsensgate 13B, 0256 Oslo
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Age: 26 (b. 26.09.2000)
Marital status: In a relationship
Children: None

Key qualifications:

Commercial profile with experience from AI-native B2B software. Have built much of the sales structure from the ground up, responsible for prospecting, outbound, pipeline, CRM, partnerships and commercial follow-up. Work closely on technical problems around APIs, integrations and AI, and translate them into clear commercial value. Former team lead with responsibility for operations and results, and completed military service in the Royal Norwegian Navy.

Personal qualities:

Self-driven, responsible and like building structure where none exists yet. Outgoing and genuinely like talking to people, and I like to keep myself busy. That's a big reason I have two jobs alongside my studies. Thrive on high pace, lots of responsibility and complex problems.

Education:

2024 – 2027	Bachelor in Business Development and Entrepreneurship	BI Norwegian Business School, Oslo

Other:

Driving licence class B, forklift licence, smoke diver course.

Work experience:

2026 – present

Specc AS, **Oslo**
Sales & Growth

AI-native B2B software company. Have built much of the commercial function from the ground up.

Other tasks:

- Own the outbound work: identify, qualify and contact potential customers and distribution partners.
- Defined the ICP and built prospecting, pipeline and CRM routines that keep the sales process structured.
- Developed the sales playbook, email templates and objection handling used in the sales work.

- Customer and partner collaboration with, among others, the Norwegian Golf Federation and Økonomihuset.
- Work closely on APIs, integrations and AI, and translate technical solutions into commercial value.
- Use AI daily in research, analysis, prospecting and sales.

2024 – present

Volt Fashion, **Oslo**
Shop assistant (part-time)

Part-time alongside my studies, only every other Saturday. I keep it because I like to stay active in in-person sales, and the colleagues are great.

- Customer service, sales and store operations.

2021 – 2024

Tier Mobility AS, **Oslo**
Team lead, mechanics department

Started as a mechanic and was later promoted to team lead.

Other tasks:

- Responsible for daily workshop operations and following up mechanics against repair targets.
- Reported progress, results and challenges to the head office in Germany.
- Built routines and team structure and trained new employees.

2020 – 2021

Royal Norwegian Navy, **Bergen**
Smoke diver & deckhand

Compulsory military service on a minesweeper.

- Smoke diver responsible for fire readiness on board.
- Daily maintenance and preparation of equipment as deckhand.

Languages:

Norwegian native, English fluent spoken and written.

Computer skills:

I am skilled with AI. Use Claude Code to build customer-specific, interactive modules that show what Specc can do for each individual customer. Use Cowork to keep track of daily tasks and agents, and for ICP scraping. Use ChatGPT for image generation, brainstorming and as a sparring partner. Notion as my own CRM, and outreach via LinkedIn, email and phone. Microsoft Office and Google Workspace.

Interests:

I love working out, mainly at the gym. Enjoy travelling and experiencing new cultures and cities, both on football trips and trips with my girlfriend. Play golf, football, darts and chess, like trying new restaurants, and meeting new people and spending time with friends and family.

References:

Available on request.

I would like to be notified before my references are contacted.