

# **Nils Vinje**

**Partner at Glide Consulting**

Bend, OR, US

Nils Vinje formed Glide Consulting to share his expertise and success with clients.

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## **Biography**

After completing an MBA in Management and Organizational Behavior, Nils Vinje got into his first role in Customer Success as a Customer Success Manager. Nils' alignment with and passion for Customer Success enabled him to rise very quickly from CSM to Team Lead to Director and finally VP. During his rise, he established a track record of orchestrating record-breaking renewals and up-sells. Nils' leadership was enriched by becoming a Professional Coach in 2012. He has dedicated over 400+ hours to coach training and one-on-one coaching sessions with clients.

In January of 2015, Nils formed Glide Consulting to share his expertise and success with clients. To date, Glide's clients range from hyper-growth start-ups like Segment.io and Rainforest QA to Oracle Marketing Cloud. Glide's proprietary framework called the 4 P's - People, Purpose, Process and Platform, serves as the foundation on which to build a high performing Customer Success organization. Once the 4 P's framework is implemented, Glide clients achieve predictability in both renewals and expansions.

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## **Industry Expertise**

Business Services, Corporate Leadership

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## **Areas of Expertise**

Product Management, Business Development, Leadership, Team Building, Start-Ups

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## **Education**

**Loyola Marymount University**

MBA Management and Organizational Behavior

**University of Colorado Boulder - Leeds School of Business**

B.S. InformationSystems

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