

CURRICULUM VITAE – CAREER BIOGRAPHY

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EDUCATION

1966-73 University of Tampere, Master of Sciences in Business Administration in Marketing
1968-69 Officer School, Hamina, Finland
1978-79 Hochschule St.Gallen, Switzerland, Dr.oec., post graduated studies
1980 University of Tampere, Lic. r.e.r. of Sciences in Business Administration in Organization and Management

WORK EXPERIENCE

6/2006 > CEO&Partner, Euro-Fincontact Ltd., Tampere, Finland
6/2016-6/2017 CEO (rent), Senior Some Finland Ltd., Espoo, Finland
7/2004-1/2010 Member of the Board, HT Lasertekniikka Ltd., Keuruu, Finland
8/1996-5/1997 Associate Professor in Entrepreneurship, University of Jyväskylä, Finland
12/1995-7/2008 Co-Founder/Consultant, Ammatinharjoittajien Oy A.H.V.O. Ltd., Tampere, Finland
8/1994-7/2002 Member of the Board/shareholder, Tako-Klimbud Sp.z o.o., Warsaw, Poland
3/1994-6/2006 Co-founder/Consultant&shareholder, Euro-Fincontact Ltd., Tampere, Finland
1/1991 > Partner/Consultant, Agentuuri- ja konsultointiyhtiö Tulosneuvo Ltd., Tampere, Finland
8/1990-12/1995 Director of the Research and Education Centre of Business Administration Faculty in University of Tampere, Finland
4/1990-8/1998 Chairman of the Board/Co-founder&Consultant, Tulosavain Ltd., Tampere, Finland
11/1987-12/1989 CEO/Co-Founder/shareholder, USP Management Consulting Ltd., Turku, Finland
4/1987-12/1989 Chairman of the Board/USP Management Services Helsinki Ltd., Helsinki, Finland
Chairman of the Board/USP Management Services Turku Ltd., Turku, Finland
4/1986-7/1987 Director of Two Wheel Division, Tunturipyörä Ltd./Tunturi Inc., Turku, Finland
9/1984-5/1986 Director of Organization Development & Recruitment Units, MPS-Finland Ltd., Helsinki
12/1980-10/1984 Marketing Planning and Export Manager, A.Ahlstrom Corporation, Kotka/Hyvinkää, Finland
8/1973-11/1980 Assistant, Lecturer and Associate Professor of Marketing and Business Administration, University of Tampere and Vaasa School of Economics, Vaasa, Finland
8/1972-7/1973 Market Researcher, Mutual insurance company Sampo-Tarmo, Helsinki/Turku, Finland
5/1971-8/1972 Purchasing assistant and industrial selling officer, Kesko Plc., Tampere, Finland
5/1970-9/1970 Accounting Analyst, n.p. Sport and Football player, Viktoria Žižkov, Praha, Czechoslovakia.

OTHER EXPERIENCE

Member of the Internationality Committee in Finnish Enterprises, Helsinki, Finland (2018-)
Member in several committees and work groups in Ministry of Trade and Industry, Finland
Developer of "Globaali" Internationalization Program (2000) and Co-developer of "Myyntiteho" Sales Program (2010) for Ministry of Economic Affairs and Employment in Finland
Member of the Board of Directors, Dust Shelter Finland Oy, Helsinki (2013-2014)
Member of the Board of Directors, SE Innovations Oy, Naantali, Finland (2015-2017)
Specialist member of the Board of Directors, Bat.Power Oy, Nokia, Finland (2009-)
Member of the Board of Directors, HT Lasertekniikka Oy, Keuruu etc. (2004-2010)
Specialist in the Internalization of SME-companies to Eastern European Markets and EU
Specialist in Health Care Business Management
Member in the Rotary Club Tampere Hervanta
Member in the Tampereen Suomalainen Klubi ry (Finnish Club Tampere)
Member in the Tampereen Kauppaseura ry. (Tampere Trade Association)
Supporter and team member in Sport Club "Universtas" of University of Tampere, Finland
Academic Champion in Football 1974 and Ice hockey 1967 University of Tampere, Finland
Finnish Football Champion 2010 of Old Players in FC Ilves Tampere, Finland

SKILLS

Strategic planning and management – over 400 companies consulted
Marketing Strategies and programs – hundreds of marketing strategies and campaigns
Building up and developing the organizations and managerial skills – over 50 firms changed and over 200 people hired
Corporate acquisitions in Finland and former CMEA countries
Global business knowledge – several companies and products launched for global market
Comprehensive knowledge and contacts of marketing and sales

LANGUAGES

Finnish, native language
German, fluent
English, good
Swedish, average
Czech, average
French, basic
Russia, basic