



PROFILE

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INTRODUCTION

Over 30 years of experience from responsible international management positions in the automotive-, engineering-, technology-, oil- & gas-, pulp- & paper and manufacturing industries. Solid working competence from various business- and cultural environments. 11 years abroad (Sweden/Germany/USA). Over 20 years in superior roles.

STRENGTHS

- Versatile experience from international business management & new market entries
- Special knowledge from global procurement, supply chain management & outsourcing
- Good understanding of digitalization challenges & opportunities in procurement
- Versatile project-/program- and change management competence
- Management team work, strategic thinking & result orientation
- Excellent language skills
- Excellent people skills

ACHIEVEMENTS

- Establishment and start-up of my own business
- Heading Group level procurement (1300+ MEUR/a) of a global technology company
- Successful cost-cutting-, outsourcing-, process development- & restructuring projects
- Managing the demerger of a global procurement organization
- Heading sourcing-, material handling- and logistics functions (automotive)
- Heading export activities increasing share of export business from 2% to 20% (3 years)
- Heading a marketing strategy project for a training company
- Business development of an engineering company (pulp & paper)
- Heading the launch of a new product line to the North American pulp- & paper market. Managing sales- & marketing activities of 15 own offices and ~15 distributors
- Heading a local business unit in Germany
- Heading the launch of a new product line to European pulp- & paper markets. Setting up the organization and managing activities of 4 sales offices and agents
- Heading sales-, marketing- and technical support to subsidiaries (~20), distributors & agents worldwide (pulp- & paper industries mainly)
- Heading sales- & marketing activities of subsidiaries and agents in Europe (PPI)
- Facilitate worldwide sales & marketing activities (PPI)
- Successful sales of machinery & solutions to the process industries in Finland
- Rewarded for an initiative to utilize handheld "PC's" in daily work (materialized -86 !)
- Successful MRO sales to industrial customers and distributors in Western Finland

EMPLOYMENTS

PROKURES Oy

Managing Director/Chairman of the Board. Management consulting 2017...

Prokures provides consulting and interim management services focusing on procurement, supply chain management, outsourcing, change management, digitalization & process development in these areas (www.prokures.fi)

METSO Oyj

Vice President, Indirect Procurement. Heading Group level procurement 2008-2017

Manager, Supplier Management, Valmet-Automotive. Heading procurement 2007-2008

Metso is a global supplier of sustainable technology and services for mining, construction, oil & gas (www.metso.com) and was majority owner of Valmet Automotive Inc. until 2014 (www.valmet-automotive.com)

Oy SISU AUTO Ab

Purchasing Manager heading sourcing, material handling and logistics 2002-2007

Export Manager heading worldwide export activities 1999-2002

Sisu Auto is a manufacturer of heavy duty SISU trucks (www.sisuauto.com)

AB YRKESHÖGSKOLAN SYDVÄST

Management Consultant, heading a marketing strategy project 1998-1999.

Sydväst was operative in the professional education and -training business (now www.novia.fi)

AHLSTROM CORPORATION

8 responsible positions in general management, sales-/marketing management & business development, both home & abroad (Germany/USA) 1988-1997

Ahlstrom was a leading supplier of machinery for the pulp- & paper industries until all engineering businesses were divested (2000) to Andritz AG (www.andritz.com) and Sulzer Group (www.sulzer.com)

Oy ESSO Ab

District Manager, responsible for results in the 2nd largest sales district 1985-1988

ESSO was the Finnish subsidiary of the worlds largest oil company - US based ExxonMobil Group (www.exxonmobil.com)

EDUCATION

-**Master of Science (Engineer)**, University of Technology, Otaniemi, Finland, 4/85

-**Degree in Leadership**, FEMDI (JTO), Oitmäki, Finland, 6/99

-HHJ program (Approved Board Member), Chamber of Commerce, 5-6/2017

-Corporate leadership programs at IMD, Lausanne, Switzerland, 2010-2013

-Asia Pacific Export Marketing Program, University of Tampere, Finland, 3/98 – 10/98

-Corporate management development programs of A.Ahlstrom Corporation, 1989-1996

LANGUAGE SKILLS

-Finnish native

-Swedish native

-English fluent

-German fluent

-French moderate

COMMISSIONS OF TRUST

-Deputy Board Member, ElFi, 2009-13

-Board member, Fordonskomponentgruppen, 2005-07

-Board member, Finnsuppliers ry, 2004-07

-Vice Chairman of the Board, Oy Aboa-Invest Ab 1986-90