

## Contact

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(LinkedIn)  
[www.eficode.com](https://www.eficode.com) (Company)

## Top Skills

Microsoft Azure  
Business Development  
Strategic Partnerships

## Languages

Finnish (Native or Bilingual)  
English (Full Professional)  
Spanish (Full Professional)  
Portuguese (Professional Working)  
Swedish (Limited Working)

## Certifications

GitHub Foundations  
GitHub Sales Professional

## Honors-Awards

IBM Sales Eminence Award

# Miska Braun

MBA | Growth Architect in the Cloud business | Building Partnerships of Enterprise scale  
Almere, Flevoland, Netherlands

## Summary

Father for two, ice hockey player, and someone who thrives in fast, intelligent, globally connected environments.

I'm focused on building partnerships and ecosystems that create real momentum and impact, which are grounded, scalable, and designed for what comes next not just "what is already".

I work best where strategy meets execution: architecting growth, aligning teams and technology, and shaping collaborations with industry leaders like Microsoft, GitHub, AWS, and Google.

My drive is simple... push organizations toward their next stage with clarity, speed, and impact and personal example.

If you're into the future of software, global ecosystems, or bold ideas that actually ship, feel free to connect. Always happy to talk, learn, and build forward. Let's talk more!

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## Experience

Eficode

3 years 10 months

GitHub Partner Lead

September 2024 - Present (1 year 3 months)

Amsterdam, North Holland, Netherlands

Partner with GitHub, AWS and Google.

Eficode was selected partner of the year for GitHub two years running (2024 & 2025).

Eficode acquired Solidify, another European powerhouse of Microsoft and GitHub services, during the spring 2025. This acquisition cements Eficode's position as an EMEA leader in GitHub related products and services.

Find out what we do at Eficode from here <https://www.eficode.com/devops-transformation>

**Cloud Partner Lead**

February 2022 - September 2024 (2 years 8 months)

Helsinki, Uusimaa, Finland

Partner with AWS, Microsoft & GitHub and Google.

Eficode became Azure Expert MSP and achieved Advanced specialisation on GitHub on Azure.

Find out more what we do at <https://www.eficode.com/services/cloud>

**Crayon**

7 years 11 months

**Cloud Transformation Services Lead**

September 2018 - February 2022 (3 years 6 months)

Helsinki Area, Finland

Enabling and accelerating Public Cloud adoption. Technical certifications on AWS and RedHat.

**Business Development Manager**

July 2016 - September 2018 (2 years 3 months)

Helsinki, Southern Finland, Finland

Business Development of new services and solutions to meet client requirements. Management of complete vendor portfolio of services and products.

**SAM Consultant**

April 2014 - July 2016 (2 years 4 months)

Helsinki

Software Asset Management (SAM) services for Crayon enterprise clients. Creation and enablement of IBM SAM processes for Crayon clients - using proper certified methodology.

**Pedab Finland Oy**

Sales and Partner Business Developer

August 2011 - March 2014 (2 years 8 months)

Finland

Business Development and Partner management and -recruitment. Focus on increasing value add through whole channel and offering better services for partners and their clients and enabling and growing distribution business.

IBM

Software Sales Specialist

June 2010 - August 2011 (1 year 3 months)

Ireland

Direct and Indirect sales for multinational clients. Forecasting and territory planning along with local sales teams and channel partners. Completed IBM Global Sales School along with IBM product specific trainings. Licensing and contract negotiation with client CxO level.

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## Education

Lapland University of Applied Sciences

Master of Business Administration - MBA, International Business

Management · (August 2020 - April 2022)

Taitotalo

Qualification in IT - Public Cloud (Datanomi), Computer

Science · (2019 - 2020)

Technological University Dublin

Bachelor of Arts - BA, International Business · (August 2006 - June 2010)

Universidad Argentina de la Empresa

Exchange studies, Faculty of Business · (2008 - 2009)

HUYK

Undergraduate (Ylioppilas) · (2005)