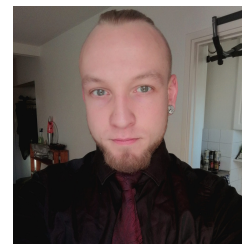


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recommendations given)
Github - learning projects:
<https://github.com/eljasuhonen>

ANSIOLUETTELO

26.12.2019



PROFIILI**My way of working / Professional goals & studies:**

Entrepreneurial-minded and sales-oriented powerhouse with a combination of bold innovator and analytical strategist. I'm at my best in technical sales & consultancy and leading strategic partnerships & IT business development. I've learned ups and downs of launching & scaling software company where my independent and entrepreneurial way of working comes from. Regardless of being a business professional, I aim to understand how different solutions technically function.

I'm highly purpose-driven in what I do and why; Therefore, I wish to find a good crossing point for my business, R&D and technology skills in order to work in impact-driven and meaningful projects & organizations.

I have implemented small backend development & analytics projects with technologies/frameworks such as Python (Django, scikit-learn, numpy, matplotlib, seaborn, Jupyter/VSCode etc.), DigitalOcean (VPS in general), Postgres, Google Colab and Node/Next.js. Constantly learning about machine/deep learning, analytics, new programming languages (R, JavaScript) and statistical learning in general.

Highlights of my career:

* Founded ML/EdTech startup from scratch as BBA student when I was 22 years old. Grinded to become a CEO and then lead both our technical product development and strategy execution for 4 years. Our startup attended national (StartUp Carage, Mutiny, KasvuOpen) and international (Deceletra, ex-Menorca Millenials) accelerators.

* Sky-rocketed my sales career from being a salesperson to leading and coaching teams. Outside my day job I've done projects from SME's to publicly listed IT companies.

* On October 2019 started studying in Aalto University's analytics professional program.

Currently attending / Studying:

- Aalto University 6-month Data Analytics programming (predictive & prescriptive analytics, machine learning, data governance, data mining & transformation)
- Django Ultimate Web Development bootcamp (Python) - 80% complete
- The Data Science Course: Complete Bootcamp (Udemy) - 65% completed
- Reading: An Introduction to Statistical Learning with applications in R

Courses attended earlier:

- Ultimate Guide to Web Scraping with Python (learndatasci - Requests and BeautifulSoup)
- Python Pandas: Complete Introduction for Beginners (learndatasci)
- Leading SAFe 4.5 (Scaled Agile Framework) certified on February 2018
- Building Machine Learning models with in Python with scikit-learn (Pluralsight)
- Data Science with R & Python (2x Pluralsight courses)
- Deep Learning: The Big Picture (Pluralsight)
- IT strategic thinking: Cloud-based business transformations (school essay)
- Fundamental of Cloud Computing (Pluralsight)
- Complete Node.js Developer 2019 (Udemy, approx. 50% completed, built simple weather application)

TYÖKOKEMUS

09/2019 - 03/2020

Privacy & Data Analyst, PrivacyAnt

At PrivacyAnt, my role is a combination of business and data analysis tasks: Created best practices for CRM data input, support in data migration project for new CRM and on Q1/2020, I will work more closely with technical support of customer projects as well as help developing data analytics capabilities of PrivacyAnt Software. Additionally, because of my strong background in sales I support in closing deals as well (outbound sales, inbound sales automation)

Managing privacy without knowing your data is like creating financial statements without bookkeeping. With PrivacyAnt Software you understand how personal data is actually being processed in your organisation. PrivacyAnt is a visual tool to track your data and manage compliance.

With PrivacyAnt Software, you can:

- Visually understand the full lifecycle of your personal data across IT systems, businesses and countries
- Manage complex visualized privacy projects without losing the big picture
- Maintain up-to-date documentation and demonstrate compliance with automated reporting

01/2016 - 06/2019

Founder / Head of R&D (own startup), Shoulders of Giants

EdTech Business experience with strong software development management orientation.

Between 2016-2019 I worked in my own EdTech software company as the CEO and head of product development. This role included leading software developers, planning development sprints and getting familiar with some programming languages (JavaScript; Node.js, Python etc.) and API technologies (Watson, Spacy.io, REST etc.). See technical white paper: <https://shouldersofgiants.fi/mission.html>

We have sold our SaaS platform SoG Co-Teacher for higher educational institutions: <https://shouldersofgiants.fi/mission.html> 250,000eur has been spent in the software development of the product (by June 2019)

Achievements:

- Grew our team to up to 10 members with business & pedagogy experts and IT & software professionals
- Kasvu Open Smart Digital track 2019 Top-15 (partnering with IBM, CGI Landis+Gyr, Nordea etc.)
- Selected to Mutiny 2019 batch, powered by Helsinki Think Company
- Menorca Millenials (now Decelera) 2018 program Top-30
- StartUp Carage competition Fall 2017 batch victory
- Attendance to IBM's Global Entrepreneurship Program between 2017-2019

09/2018 - 07/2019

Growth & Technology Manager, San Francisco Agency / MeetFrank Finland

MeetFrank Finland Growth Manager between September 2018 - March 2019 to kick off their sales operations in Finland. Was also responsible of hiring first salesperson in the team and developing sales & business strategy with head decision-makers (CEO, CTO, Sales Managers and Head of Operations).

Starting from April 2019 I moved to new responsibilities in building San Francisco Agency's sales and service solution portfolio. I also take part in software development / technology-oriented customer projects as well as in internal development as needed.

My role included sales project management responsibilities as well as validating new business concepts with the feedback and data from the target markets.

My role as Technology Manager for San Francisco Agency included managing and cleaning MongoDB database. My task was to add new startup companies in the database for Startup100.net service and make sure that all financial data retrieved from APIs was correct.

07/2017 - 06/2019

Several freelancer positions in Sales & Consultancy, Contribyte, PrivacyAnt, Nutanix, Proact Finland

Without any personal branding efforts I've been able to get several sales project commissions from SMEs to publicly listed companies. Experience in summary:

Besides building my startup I also had a daytime job and freelancer projects. Between 2017-2018 at Contribyte I worked as agile development consultant and took part also in developing their sales (Atlassian, Jira, Agile/Lean methods, product leadership and management)

I have wide range of experience selling SaaS/infra/IT-solutions for different companies. For example hyperconverged data center solutions (Huawei, Nutanix), GDPR software (PrivacyAnt), mobile app for recruitments (MeetFrank), IT & R&D consultants (Contribyte) and data-driven digital marketing and PR services.

Contribyte - Software Product Development Consultant / Sales
Website: <https://contribyte.fi/en/>

PrivacyAnt - Privacy Evangelist & Associate / Sales & Business development
Website: <https://www.privacyant.com/en/>

Nutanix - Sales Manager / New Customer Acquisition
Website: <https://www.nutanix.com/en>

Huawei - Sales Manager / New Customer Acquisition
Website: <https://www.huawei.com/en/>

01/2017 - 06/2019

Sales Team Lead, Adeptus Myyntivoima

Responsible of daily operations in Adeptus Myyntivoima including customer acquisition project and team work management. My role includes running IT-centered B2B customer acquisition projects and coaching others to succeed in their own ones.

In terms of coaching, I am responsible of making sure that our customer / sales acquisition team gets the most out of their project work;
- I assist in boosting sales by helping to clarify the essential in pitches and also to improve project results in any way I can.
- I also take part in day-to-day coaching by motivating team members for a constant development and sharing of insights with each other.

Took also part in the business development activities of Adeptus Myyntivoima together with Adeptus Partners.

02/2016 - 12/2017

Marketeer / Senior Marketeer, Trainers' House

At the end of year 2016, I had over 550 activities which was the most in the whole organization. Activities include mostly meetings that I arranged, but also some prospecting & market research working hours.

I have been a part of several IT-related S&M-projects and I have delivered very good results so due to that, I've been given more responsibilities for IT-centered projects concerning IT-infrastructure, DevOps, Cloud services, Security&Compliance e-courses, BI, RBA and digital HR solutions. My responsibilities have included prospecting, booking meetings, attending customer meetings, structuring sales pitches, market research and some S&M development-related tasks.

I also coached new Marketeers in B2B calling work.

KOULUTUS

09/2019 - 03/2020

Data Analytics professional training (6-months), Aalto University Executive Education

6-month professional training program to become data analytics professional.

BIG DATA AND MODERN ANALYSIS

- Digitalization and Big Data: State of Play, Opportunities and Risks
- * Machine learning, statistical learning
- * Descriptive, prescriptive and predictive analytics
- Business Transformation: Committed Management and Information as a Commodity
- Knowledgeable Strategies and Business Models
- Privacy Issues
- Aspects, Techniques and Methods
- Information Management: Data Ownership and Organization

DATA ANALYSIS

- Introduction to the world of data analysis
- What is data analysis?
- What kind of data does the company have?
- Different types of company data
- Can data merge benefit?
- Data Analysis Opportunities
- Data Analysis Scenarios
- Enterprise Data Analysis: Tools and Methods
- Predicting in IoT Environments

VISUALIZATION OF INFORMATION

- Visualization and the new perspectives it brings to developers
- How to make information visible and part of decision making

01/2014 - 12/2018

Bachelor of Business Administration, Haaga-Helia UAS, Porvoo Campus

Topic: "Describing the strategy formulation process: Case SoG"

I wrote my Bachelor's Thesis about the startup Shoulders of Giants, where I was the CEO / Founder and therefore leading our business development. I have been responsible of gathering our whole IT development team together and creating the business plan & execution from scratch.

I decided to have a practical implementation for my Thesis in order to get the most out of it.

The core focus of my studies have been in the following areas;

- Sales & Entrepreneurship (1.)
- Leadership & Management
- IT Strategic Planning & Project Management, Information Governance & Knowledge Management Systems
- Digital Marketing
- Human Resources Management (Competence Development, Coaching)

01/2012 - 01/2013

Social Psychology open studies , Tampere Open University

I had open studies in University of Tampere from the field of Social psychology.

Also I accomplished all the compulsory and selective courses in high school with an average grade of 9 and chose psychology as a part of my matriculation examination.

My enthusiasm towards psychology and cognitive sciences in general has lasted for long. I found relevant to add this since my knowledge on psychology has given me a lot of additional expertise in the business world.

KIELITAITO

Finnish

Äidinkieli

English

Erinomainen (English has been my working language in several positions. My English Communications courses have been 5/5 at Haaga-Helia.)

Spanish

Perusteet

Swedish

Perusteet

IT-TAIDOT

Excell (data visualization & statistical analysis)	Hyvä
(Django, scikit-learn, numpy, matplotlib, seaborn, Jupyter/VSCode etc.)	Hyvä
VPS/Deployment: Heroku, DigitalOcean, Zeit Now (if Flask)	Hyvä
Postgres	Hyvä
Foundations of Python, Javascript (Node.js, Express.js, Heroku) and data science methods	Perusteet (See list of IT courses at the beginning of CV)
Several CRMs: Pipedrive, Microsoft Dynamics, Salesforce, Trello	Erinomainen
Leading SAFe 4.5 certified	Hyvä
Github	Hyvä (https://github.com/eljasuhonen/node-weather-website)
Google Colab	Perusteet
Node.js/Next.js/Express.js	Perusteet

HOBBIES & INTERESTS

On my free-time I enjoy going to gym, playing several instruments (bass, guitar, singing) and spending time with people close to me. Additionally I love documentaries and deep intellectual conversations! And having some fun, of course. ;)

SUOSITTELIJAT

See in LinkedIn's Recommendations (10) section: , <https://www.linkedin.com/in/eljasuhonen/>

OSAAMINEN

See LinkedIn's Skills&Endorsements section	Erinomainen (https://www.linkedin.com/in/eljasuhonen/)
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OTHER TRAININGS & CERTIFICATES

11/2017	Management 3.0 Foundations Two-Day Workshop - Certificate of Attendance , ContriByte Management 3.0 Foundation workshops for better Agile leadership include solutions for: ✓ performance management ✓ team collaboration and project management ✓ employee empowerment ✓ developing purpose and value inside an organization ✓ organizational hierarchy ✓ competence development ✓ agile methodologies ✓ self-organization and delegation ✓ change management and organizational transformation ✓ extrinsic motivation vs. intrinsic motivation
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09/2017 **GDPR administration workshop, Nebula**

02/2018 **Leading SAFe (Scaled Agile Framework) 4.5 , Contribyte**

GLOBAL SHAPERS HELSINKI HUB (WORLD ECONOMIC FORUM)

12/2019 **Global Shaper / Helsinki Hub Member, Global Shapers (WEF)**

The Global Shapers community is a network of hubs developed and led by young people who are exceptional in their potential, their achievements and their drive to make a contribution to their communities. An initiative of the World Economic Forum. In total, we have 411 local community hubs distributed all over the world, currently covering 153 different countries.

With grassroots knowledge, a global perspective, and ambition to change the world, Shapers are confronting the most pressing issues of our time. Explore our areas of impact:
<https://www.globalshapers.org/impact>