
Huotari, Jonathan Richard

Cavite, Philippines

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SKILLS

- Entrepreneurial mindset with exceptional problem-solving abilities and leadership skills.
 - Strong team player with a proven ability to critically analyze and solve complex problems.
 - Expertise in business development, process optimization, and analytical thinking.
 - Highly proficient in sales, negotiation, and relationship management.
 - Fluent in English and Finnish.
 - Excellent multitasking and organizational skills with attention to detail.
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EXPERIENCE

Mpower Sourcing - *Account Manager*

January 2024 - June 2024

- Managing Client Lead Generation Projects
- Setting-Up Lead Generation Systems
- Managing Lead Generation Systems
- Hiring Team Members
- Client Acquisition

Novia Finland Oy, Oulu - *Sales Representative*

August 2020 - March 2021

- Corporate Sales Booking
- Outbound cold-calls to leads offering services which varies by the project
- Hit monthly target Sales Quota
- Report to Director of Sales

- Booking companies with revenue up to \$200+ million
- Project Development
- Made in excess of 100+ B2B cold calls daily
- Consistently hitting target sale quota

Fortis LTD, Malta - Sales Consultant

March 2019 - July 2020

- Selling services B2B & B2C
- Lead generation
- Booking Appointments
- Outbound cold-calls to leads offering services which varies by the project.
- Ensures hit monthly target Sales Quota
- Collaborated with director to maximise sales and close deals
- Collaborates with team
- Consistently hitting targeted sales quota
- Made in excess of 400+ cold calls per in a daily basis

Shop and Ship General Merchandise, Binondo Manila – Co-Founder

December 2014 - February 2019

- Plan, control, communicate and implement procedures and processes for the overall efficient operations of the business.
- Developed business with a partner from a simple facebook store, to a company with multiple sales channels
- Developed the business to sell apparell wholesale
- Grew the company up to 10 employees with annual revenues of 180,00EUR

Ruokala Food Service, Northgate Alabang - Owner Operator

August 2014 - November 2014

- At the age of 18 I started a business in catering
- Oversees overall operation of Food Service 24/7
- Manged a staff of 8 employees
- Catering canteen serving a call center
- Food was prepared in a commissarry with employed staff
- Learned about management about and leadership
- Took the knowledge to my next business

At the age of 18 I started a business in catering etc. took that knowledge to the next business.

EDUCATION

Helsinki School of Business (HELBUS)

Helsinki Finland - *Business and Business Management Student* January

2021 – Expected graduation date June 2024