

## MY COMPETENCES ARE ON THE FOCAL POINT OF CUSTOMER, CHANGE AND TECHNOLOGY

### 1 Customer orientation & big picture

I quickly see the big picture and think from the customer's point of view. I can analyze hard facts or create vision towards the unknown. I have worked with dozens of companies and different business logics, all sharing the same need to transform from product to solution company.

### 2 People management

I can clearly communicate the vision and objectives, giving people responsibility and sense of ownership. I can coach professionals and guide novices up to speed. I try to create culture of trust, where ideas blossom and people are engaged. I develop people and ensure they become high performers.

### 3 Solution orientation

I get excited of new challenges. I always try to find new ways to improve business performance. I combine waterproofed models from past experience and take new ones across industries. I love to facilitate sessions and come up with new, needed solutions. I know how to make concepts simple, sellable, and actionable.

### 4 Start-up building

I want to ramp up new things. I am familiar with recruiting and managing talent with diverse backgrounds. I can build the processes on the fly, "function over form". I aim for co-development with customers/users, ensuring the right focus. I have built high performing teams, productized services and scaled them up for customers.

### 5 Cross-cultural thinking

I like to travel and I have worked with dozens of nationalities and hundreds of professionals, including programmers, designers, salesmen and controllers. I am diplomatic with different points of views and can work in diverse situations successfully, like proven from guerilla camps to board rooms.

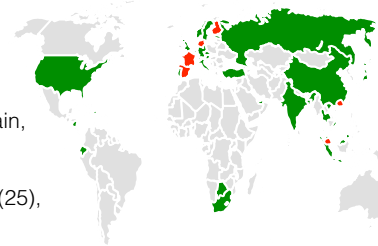
### 6 User-centric technology

I am big fan of human technology, I have concepted several softwares, managed agile and off-shore IT development, and deployed IT tools in a global scale. I have actively followed sales force & marketing automation and mobile tools since last century.



## BEEN THERE...

**Lived (6):** Finland, Denmark, France, Spain, Macau, Singapore.  
**Business/leisure (43):** Americas (6), Europe (25), MEA (3), Asia (9)



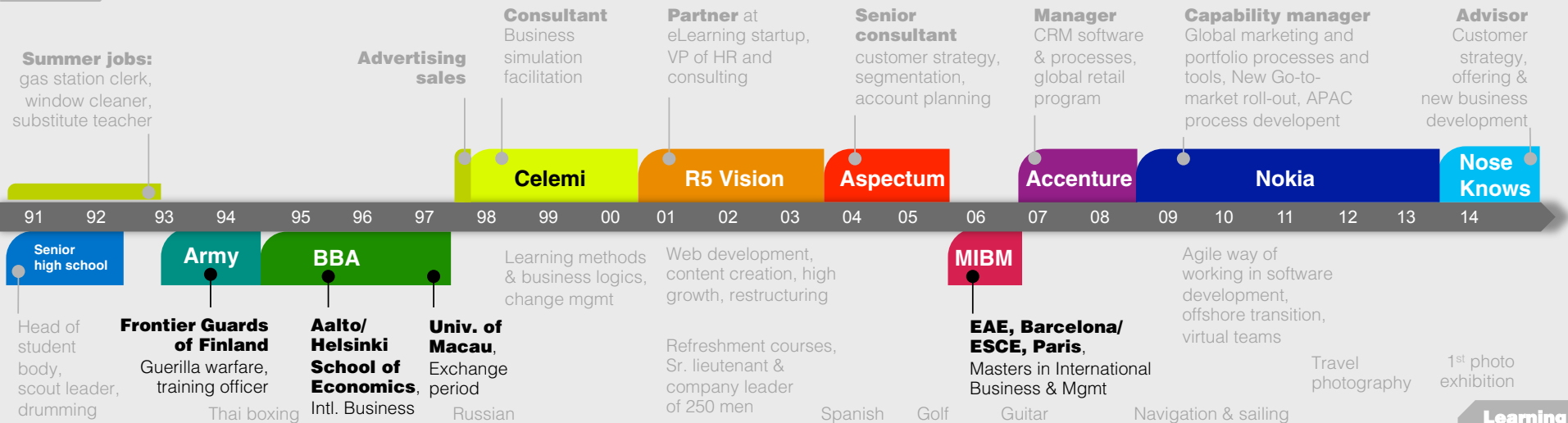
## LEADERSHIP ASSESSMENT TEST RESULTS (BY PSYCON, 6/2014)

### Leadership qualities – "very strong development drive"

- Strategic, Change and People Management 4/4

Verbal skills and simultaneous capacity along academic norms, but "exceptionally talented in visual and mathematic reasoning".

## Working



## Learning