

“WITHOUT FEAR
THERE IS NO COURAGE”



VALTTERI TUOMINEN

STRATEGIC INNOVATOR | TECHNOLOGY SALES GUY

Valtteri is the only PhD of technology sales in Finland. Yet, he talks about the human side.

Success in rapid changes requires multidisciplinary understanding from strategy to psychology and a practical approach from technology to customers.

This is Valtteri's unique ability.

PHD TECH | MBA | EXEC. COACH

EXPERIENCED IN WORK

Valtteri's various roles from engineering to a CEO in global automotive industry taught invaluable lessons. This practical experience builds the skill set with which Valtteri helps Finnish tech companies to succeed in the rapidly changing business challenges.

- 2015 - FOUNDER & CEO. NORDIC BUSINESS LAB OY**
Valtteri's company helps Finnish SME's to transform their traditional business into the modern digital era. Valtteri has worked with hundreds of companies.
- 2019 - 2021 BUSINESS COACH | INTERNATIONAL SALES & STRATEGY. BUSINESS JOENSUU OY**
GoGlobal -program coached 13 companies. 5.5 M€ in new international sales. Average export grew 30 %. Business was opened in 20 new countries.
- 2016 - 2018 VP STRATEGY & INTERNATIONAL BUSINESS. SENSIRE OY**
Valtteri built the internationalization strategy, pitched to investors, and did global sales. Sensire opened European markets and raised 6 M€ from Japan.
- 2013 - 2016 CEO & SALES. MAPVISION USA**
Valtteri opened the US market from zero to 3 M\$, after which he established a company to Cincinnati and recruited the local team and management.
- 2009 - 2014 DIRECTOR TECHNICAL SOLUTIONS. MAPVISION OY**
Valtteri recruited and managed the operational organization and built a new service business. Revenue grew from 1 M€ to 6 M€ during this time.

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LEARNED IN SCHOOL

Valtteri's studies from engineering to business and from tech PhD to psychology creates a unique foundation to reflect on practical challenges. It seems that there is a solution even to an impossible situation if the problem is understood widely enough.

2007 - 2017 DOCTOR OF SCIENCE, TECHNOLOGY. AALTO UNIVERSITY

How to sell technology? The research focused on our 10-year journey in the global automotive industry. Why didn't we succeed? Why did we succeed?

2011 - 2016 MASTER OF BUSINESS ADMINISTRATION (MBA). HENLEY BUSINESS SCHOOL

People and leadership focused MBA in a distinguished business school was the starting point to Valtteri's journey from an engineer to a human.

2019 - 2020 PROFESSIONAL CERTIFICATE IN COACHING. HENLEY BUSINESS SCHOOL

Why do people resist change? What motivates people to change? Psychology oriented coaching program explores these questions.

2001 – 2006 MASTER OF SCIENCE, TECHNOLOGY. HELSINKI UNIVERSITY OF TECHNOLOGY

VALTTERI AS A PERSON

Valtteri is an active explorer of life, excited about opportunities to learn and try new things.

Often Valtteri finds himself pioneering roads for change, even when the challenge looks impossible.

“You must be the change you want to see in the world”

With the combination of unconditional work morale and positive energy, only the sky is the limit.

As a skydiver, Valtteri has learned that it is not the sky that sets our limits, but our own fears. Courage is not the lack of fear, but genuinely confronting them.

“Without fear there is no courage”

