



## Taimo Paavola

**Date of birth:** 24/11/1992 | **Nationality:** Finnish | **Phone number:**

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### WORK EXPERIENCE

01/04/2022 – CURRENT Helsinki, Finland

#### SENIOR RELATIONSHIP MANAGER AALTO UNIVERSITY EXECUTIVE EDUCATION

Specialized in international executive education programs focusing on Artificial intelligence, Digital Transformation

- Mentoring new trainees and developing new sales processes
- Developing the overall sales of the programs
- Support organizations in their competence development and talent management strategy
- Providing solutions to individuals and organizations to build up their competencies
- Supporting and advising on individual-level learning paths
- Responsible for the sales of executive education programs Aalto EE organize in collaboration with international partners
- Collaborate with marketing and program management to develop current offerings and to launch new concepts
- Developing customer learning journey in internal projects

01/02/2020 – 01/04/2022 Helsinki, Finland

#### RELATIONSHIP MANAGER AALTO UNIVERSITY EXECUTIVE EDUCATION

01/01/2019 – 01/02/2020 Helsinki, Finland

#### RELATIONSHIP SPECIALIST AALTO UNIVERSITY EXECUTIVE EDUCATION

01/08/2018 – 01/01/2019 Helsinki, Finland

#### SALES & CUSTOMER VALUE TRAINEE AALTO UNIVERSITY EXECUTIVE EDUCATION

01/01/2018 – 04/04/2018 Helsinki, Finland

#### SALES TRAINEE KPMG

Representing KPMG in various internal and external sales and customer events. Manage and strengthening customer relations. Acquiring and meeting new customers. Presenting and making offers to customers and closing deals.

01/03/2017 – 01/07/2017 Toronto, Canada

#### SALES & MARKETING (INTERN, THESIS) ARYAN TECHNOLOGIES

Internship position in TORONTO CANADA

I did my thesis about effective digital marketing channels for B2B. Learned about IT industry, IT hardware negotiations

### EDUCATION AND TRAINING

01/01/2020 – 01/12/2021 Lahti, Finland

#### MASTER OF BUSINESS ADMINISTRATION - INTERNATIONAL BUSINESS MANAGEMENT LAB university of Applied Sciences

**Website** <https://lab.fi/en>

01/01/2016 – 01/12/2017 lahti , Finland

**BACHELORS IN BUSINESS ADMINISTRATION** Lahti University of Applied Sciences

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Website <https://lab.fi/en>

01/01/2014 – 01/06/2014 Tampere, Finland

**OPEN UNIVERSITY STUDIES 25 ECTS PUBLIC HEALTH, 25 ECTS EDUCATION** University of Tampere

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Website <https://www.tuni.fi/en>

01/05/2022 – 01/05/2025 Finland

**AWS CERTIFIED CLOUD PRACTITIONER AWS**

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Website <https://aws.amazon.com/certification/>

## ● LANGUAGE SKILLS

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Mother tongue(s): **FINNISH**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C2	C2	C2	C2	C2
<b>ITALIAN</b>	B1	B1	B1	B1	B1
<b>SPANISH</b>	A2	A2	A2	A2	A2

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## ● DIGITAL SKILLS

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Platform : AWS Cloud | Microsoft Office package: Microsoft Word, Excel, PowerPoint, Access