

CURRICULUM VITAE

HARRISON OKUOGUME

Nationality: Finnish
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Key qualification: BBA, B.Sc. & M.Sc. (Econs), MBA, M.Sc. Eng.
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EXPERSE AREAS

- Innovation management
- Technology transfer and knowledge management
- Competence management
- Management of inter-firm relationships
- Career counseling & Career adviser

KEY QUALIFICATIONS

2016 – 2018	Master's degree in Pedagogy & Educational Sciences Qualified: Teacher's pedagogical and Training	Haaga-Helia University of Applied Sciences Pedagogy & Educational Sciences
2008 – 2011	Master of engineering in Logistics & SCM Major: Logistics & Supply chain management	Jyväskylän University of Applied Sciences School of Engineering and Technology
2001 - 2002	Master of Science Degree in Economics (M.Sc. Econs) Major: Marketing, Economics & Competitive management	University of Jyväskylä Jyväskylä School of Business
1999 - 2001	MBA Digital Technology management & International Business	Helsinki School of Economics
1998 - 2000	Bachelor of Science degree/ (B.Sc. Econs) Major: International Business and Management	Helsinki School of Economics
1995 - 1997	Bachelor of Business Administration / (BBA) Major: Business management	Savonia University of Applied Sciences, Kuopio
1993 - 1995	Higher National Diploma Major: Marketing management	Kotka Business School, Kotka

ACADEMIC AND TRAINING EXPERIENCE

2020 -	Senior Lecturer, Digital International Business Lectured both in master's and in bachelor programs Main areas: Innovation management, international business	South-Eastern Finland University of Applied Sciences, Kouvola
2019 (1.8 -31.12)	Lecturer, International Business Lectured in both master's and bachelor programs Technology management, internationalization process and international business	Lab University of Applied Sciences - Lahti
2018 – 2019	Lecturer, International Business & Innovation Lectured in both Master and bachelor's degree programs: Main areas: Innovation, Strategic & Competence management	Kajaani University of Applied Sciences School of Business and Innovation
2018	Visiting lecturer Area: SCM, International marketing and management	Laurea University of Applied Sciences
2016	Visiting lecturer in international business Lectured entrepreneurship, international business, cross-cultural communication	Savonia University of Applied Sciences
2016	Visiting lecturer for demand estimation and pricing Course taught in part for the Managerial Economics by Prof. Animesh Ghoshal -	Aalto University, Mikkeli campus from the DePaul University, USA
2003 - 2007	Lecturer in International Business Management Lectured international sales operations, international business & marketing	Laurea University of Applied Sciences

- 2000 - 2002 **Lecturer in International Business** **Jyväskylä University of Applied Sciences**
 - Marketing, market research, marketing strategy, international marketing, international and cross-cultural management
 - Extensive training and development experience was developed through consultancy and trainings. This enabled the benefits of 'doing' to come to the fore in a 'training' role. Amongst the roles fulfilled in this area were meeting training and project goals, processes development, organizational skills, and preparation of teaching related materials. Amongst the roles fulfilled in this area were meeting project goals and processes, organizational, negotiation, presentations and cross-cultural management skills.
- 2001 – 2002 **Visiting lecturer in Business Management** **Mikkeli University of Applied Sciences**
 Lectured Business management, leadership and organization

BUSINESS EXPERIENCE

- 2012 - 2018 **Business Development Manager – KONE Distributors Operations** **KONE Corporation**
 - Work with KONE distributors, partners to deepen business relationship and enable partners to improve their business
 - Prepare sales and marketing plans with KONE partners and work to implement them
 - Provide sales support for sales projects and local marketing activities, and develop strategies to achieve agreed sales targets
 - Follow-up on distributors and partners activities to make sure agreed plans and strategies are met
 - Implement sales and business processes with KONE distributors in EMEA
 - Develop and sustain sales programs to support KONE distributors with focus on sales management and business development
 - Manage partnership development for different clients and programs based on identified business needs and priorities
 - Work effectively with area KONE distributors to develop and improve market position and achieve financial growth
 - Identified "bottlenecks" and implement new and improved processes in the distributors organization
 - Maintain relationships with distributors and existing clients in order to increase sales and market coverage
 - Internal training delivery of key sales management and sales training programs, vendor and distributors management
 - Coordinate with sales and area managers to develop sales goals and ensuring all sales areas are covered
- Senior Demand Planner – Performance measurement and reporting** **KONE Corporation**
 - Leading a project to understand which KPI is needed from Delivery Chain Planning, to drive for continuous improvement
 - Provide monthly snap shot of full chain delivery to Supply line, all KONE Supply Unit and logistics operations
 - Identify and provide key drivers behind long storage in DC, warehousing cost and the financial impact to Supply line & frontline
 - Provide a monthly KPI reporting to support the business decisions of all KONE supply unit, supply line and the stakeholders
- Project Manager – Delivery Quality Improvement** **KONE Corporation**
 - Manage project for KONE Supply Unit (KSU) Logistics and Packaging Solution: 2014 – 2015; Project to improve delivery quality in the full chain supply management, including transportation quality and package design; to put under control handling, transportation and storage of KONE packages through the whole flow of materials, from arrival into DC until installation sites.
- Senior Demand Planner – Global Delivery Chain & Sourcing Organization** **KONE Corporation**
 - Acting as key contact person for planning weekly demand and order in-take for front line and supply line operations
 - Managing weekly demand, order book using Control Tower for CNE and WSE frontlines, S-plan and KONE Way processes
 - Ensuring timely deliveries with best possible delivery lead times and making weekly follow-up on supply line delivery
 - Running weekly Short-term planning process & planned deliveries from Supply lines until installation
 - Weekly monitoring of Frontlines and Supply lines warehousing services and planned deliveries to sites until installation through KPI measurements, continuous improvement initiatives and development projects.
- 2008 - 2012 **Senior Analyst, Global Delivery Planning – Global Supply Operations** **KONE Corporation**
 - Analyze global demand and actual deliveries to provide FL and SL with accurate demand forecast for the next 12 months
 - Running the monthly Demand and Supply Balancing process for creating product and demand forecasts.
 - Collecting relevant data for demand planning and consolidating the data into the demand forecast
 - Ad-hoc and periodic analysis of demand planning and processes to support global demand planners and supply operations
 - Manage information, communicate and collaborate with FL and SL for timely data processes and DSB report
 - Collaborates with Front Line key demand planning collaborators (management, sales, engineering, installation, finance)
 - Ensure the consolidated demand and data are communicated to all FL and SL planners for timely delivery planning activities
- 2006 - 2008 **Pricing Developer & Pricing Analyst – Global spare parts operations** **KONE Corporation**
 - Developing and implement spare parts pricing strategies for Global Spare Supply Unit (GSS)
 - Collaborate with material management, purchasing, front lines to provide them with regular price update and transfer price
 - Develop & implement pricing strategies to support and advance Direct Sales activities (market price, spares sales)
 - Maintain KONE price competitiveness in overall market(s) for all front lines and supply lines
 - Work with stakeholders and pricing team to coordinate pricing strategies for global spare parts operation and countries
 - Plan with direct sales, sourcing and material management teams to coordinate actions to improve revenue & market share
 - Keep up-to-date computerize pricing systems using advance excel functions, SAP/R3, Minerva and KONE PricePoint program
 - Securing market driven pricing and monitoring market dynamics to support GSS, front lines with price changes in the market
- 2002 – 2005 **Area Manager, Sales & Marketing - EMEA** **Paperex Colombier Oy, Helsinki**
 - Identifying new business opportunities, sales and marketing areas and developing them
 - Build and managing relationship with partners, negotiate new suppliers and agency agreements
 - Develop and seek out new business new business opportunities and new customers in the region
 - Seek out new country representative in target market and negotiate terms to improve sales in the region
 - Monitor markets and business opportunities to ensure all sales areas are given appropriate sales coverage
 - Manage all business activities and market report to support management and sales teams
- 1996 - 1998 **Sales and Marketing Manager** **Junttan Oy, Kuopio**
 - Managing all international marketing and sales operations, with main market in EMEA
 - Responsible for maintaining global customers, customer relationship and networks
 - Responsible for developing customer relationship, new business area and managing them
 - Develop marketing, promotional and communication materials to support organizational mission and marketing teams

- Performing sourcing activities including supplier quality, material sourcing in collaboration with quality system management
 - Evaluates current and potential suppliers in coordination with Supplier Quality and Sourcing Teams
 - Follow-up and facilitate negotiation with suppliers to meet quality, delivery, and cost objectives
 - Ensure all principles of the sourcing functions with suppliers including policies, price negotiations, contracts management
 - Gained experience of industry wide sourcing, material management and material cost follow up
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TECHNICAL & RELEVANT SKILLS

- Advanced MS Office applications: Word, Excel, PowerPoint, Access, Internet use and applications
 - Outstanding communication and presentation skills
 - Strong training and development skills
 - Excellent team player and interpersonal skills
 - Good knowledge of international business environment and commercial awareness
 - Experience of multicultural business environment and good self-manager
 - Ability to work in teams and cross-cultural teams and even at most challenging business environment
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RELEVANT TRAINING & DEVELOPMENT

- 2004 – 2005 Post graduate Diploma in International Business - University of Vaasa
- 2002 – 2003 Diploma in International business operation - Finnish Institutes for Foreign
- 1996 Certificate in Foreign business in Russia Management Training Center St. Petersburg

CERTIFICATIONS

- Certified Lean Six Sigma Yellow & Green Belt - Emphasis on quality management, continuous improvement and on-time delivery
- Lean Passport for WASTEBUSTER - focus on problem solving, waste identification to improve organization performance
- Finance for non-financial managers
- Occupational Safety Card certification

BEHAVIOUR

- Achievement orientation
- Commercial awareness
- Persistence and expertise