



# JARNO HUTTUNEN

## PROFESSIONAL SUMMARY

Top-notch people leader with proven track record of success leading and growing organizations. Strong background in international B2B sales, strategic planning, financial management, business negotiations, acquisitions and team development. Skilled in identifying opportunities and implementing practical business strategies with commitment to staying informed about latest trends, technologies and best practices.



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## SKILLS

- Effective Decision Making
- International sales
- Customer Focus
- Strategic Visioning
- Crisis Management
- Global perspective
- Financial Acumen
- Corporate Governance
- Executive Presence
- Talent Development
- Mergers and Acquisitions
- Client Relationship Building
- Negotiation

## EDUCATION

MBA, Business And Economics  
**Poznan University of Economics And Business,**  
Poznan

Bachelor of Science, Industrial  
Production Technologies  
**Savonia University of Applied Sciences,**  
Kuopio

## WORK HISTORY

July 2019 - August 2024

**FSP For Surface Protection Ltd - CEO,** Vantaa, Finland

- Achieved company growth, doubling its size by implementing strategic plans and streamlining operations.
- Managed over 20 partnerships and strategic business relationships by negotiating contract terms and handling conflicts.
- Developed key operational initiatives to drive and maintain substantial business growth.
- Enhanced brand reputation with effective marketing campaigns and public relations efforts.
- Created a positive work culture, resulting in increased employee satisfaction and retention rates.
- Built productive relationships with industry partners and competitors to support strategic business objectives.
- Fostered strong relationships with industry partners to expand business opportunities.
- Delivered consistent revenue growth by identifying new markets and devising targeted expansion strategies.
- Developed a high-performance executive team for improved productivity and efficiency.
- Represented organization at industry conferences and events.

## LANGUAGES

**Finnish:** Native language

**English:** C1  
Advanced

**Swedish:** A2  
Elementary

**Russian:** B1  
Intermediate

- Collaborated with legal, accounting and other professional teams to review and maintain compliance with regulations.
- Analyzed industry trends and tracked competitor activities to inform decision making.
- Initiated strategy to drive company growth and increase market share and profitability.
- Maintained P&L and shouldered corporate fiscal responsibility.
- Monitored key business risks and established risk management procedures.
- Communicated business performance, forecasts and strategies to investors and shareholders.
- Spearheaded global expansion efforts, entering new markets and establishing profitable operations within two years.

May 2018 - June 2019

**FSP For Surface Protection Ltd, Poland - Managing Director**, Poland, Stargard

- Oversaw operations on 2 sites and provided corrective feedback to achieve daily and long-term goals.
- Strengthened client relationships with regular communication, timely project delivery, and high-quality services.
- Increased overall company performance by implementing strategic management initiatives and streamlining operations.
- Developed comprehensive business plans, outlining long-term goals and actionable steps toward success.
- Enhanced workplace safety
- Boosted company market share by leading strategic partnerships and negotiations with key industry players.
- Improved decision-making processes, implementing data analytics tools that provided actionable insights across departments.

January 2015 - May 2018

**FSP For Surface Protection Ltd - COO**, Vantaa, Finland

- Managed budgets and financial forecasting for over 25 units, 3 business segments and new sales to ensure fiscal responsibility and maintain profit margins.
- Facilitated regular leadership meetings to discuss progress on strategic goals, identify opportunities for improvement, and address challenges proactively.
- Negotiated key partnerships with vendors, suppliers, and other stakeholders for improved collaboration and resource allocation.
- Developed high-performing teams through effective hiring, training, and performance management strategies.
- Boosted operational efficiency by streamlining processes and implementing cost-saving measures.
- Negotiated contracts and agreements to secure favorable terms and maximize profits.
- Managed procurement activities to secure resource acquisitions at best possible cost.