

# Rotary



Akaan Rotaryklubi ry

Luokite-esitelmä  
(Minun iltani)

Timo Pellikka

19.8.2024



# Taustaa

- Syntynyt Valkeakoskella 22.12.1961
- Perhe
  - Vaimo Tiina
  - Lapset Otto (1990) ja Ida (1992)
- Onnellinen Pappa, kaksi lastenlasta Unna ja Salli
- Harrastan ulkoilua, golfia, kalastusta ja laskettelua



# Taustaa

- Valkeakosken keskikoulu 1979
- Panssarimies Parolasta
- Rotariksi 12.6.2023



# Työkokemus

kemira

## System Manager

Kemira Oy

Jun 1979 - Oct 1989 · 10 yrs 5 mos



## System Specialist

UPM Raflatac

Oct 1989 - Mar 1996 · 6 yrs 6 mos

## infonet

Mar 1996 – Jun 2008 12 yrs 4 mos

### Client Development Manager

Mar 1996 - May 2007 · 11 yrs 3 mos

**Skills:** Customer Experience · Software Defined Networking · Professional Services Industries · Connectivity · Pre-sales · Customer Relations · Business · Sales Management · Networking · Business Profitability

### Global Account Manager

May 2007 - Jun 2008 · 1 yr 2 mos

**Skills:** Customer Experience · Software Defined Networking · Professional Services Industries · Connectivity · Customer Relations · Business · Sales Management · Technical Sales · Networking · Business Profitability · Account Management



## Global Account Manager

BT Global Services

2008 - Sep 2009 · 1 yr 9 mos

**Skills:** Customer Experience · Software Defined Networking · Professional Services Industries · Connectivity · Solution Selling · Customer Relations · Business · Sales Management · Technical Sales · Business Relationship Management · Networking · Business Profitability · Account Management

# Työkokemus

kemira

## System Manager

Kemira Oy

Jun 1979 - Oct 1989 · 10 yrs 5 mos

- ATK-lähetä
  - Jälkikäsitteä
  - Operaattori
  - Järjestelmäasiantuntija
- 
- 1979 – 1986 Valkeakoski (Säteri)
  - 1986 – 1989 Helsinki pääkonttori

# Työkokemus



**System Specialist**

UPM Raflatac

Oct 1989 - Mar 1996 · 6 yrs 6 mos

- Järjestelmäasiantuntija
- Raflatacin globaalin tietoverkon suunnittelua ja implementointia
- Tuotantolaitosten ATK käyttöönottoa euroopassa
  
- 1989 – 1996 Tampere

# Työkokemus

## infonet

Mar 1996 – Jun 2008 12 yrs 4 mos

### Client Development Manager

Mar 1996 - May 2007 · 11 yrs 3 mos

**Skills:** Customer Experience · Software Defined Networking · Professional Services Industries · Connectivity · Pre-sales · Customer Relations · Business · Sales Management · Networking · Business Profitability

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2008 - Sep 2009 · 1 yr 9 mos

**Skills:** Customer Experience · Software Defined Networking · Professional Services Industries · Connectivity · Solution Selling · Customer Relations · Business · Sales Management · Technical Sales · Business Relationship Management · Networking · Business Profitability · Account Management



- Pöydän toiselle puolelle
- Globaalien tietoverkkojen suunnittelua ja implementointia
- Asiakasvastuu tekninen toteutus, kehitys ja myynti
- Esim. UPM ja Wärtsilä globaali vastuu
- 1996 – 2010 Tampere - Helsinki

# Työkokemus



## Senior Consultant, GTO

Dec 2010 - Dec 2016 - 6 yrs 1 mo

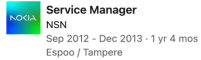
**Skills:** Customer Experience · Digital Services · Professional Services Industries · Pre-sales · Service Development · Business Profitability



CGI  
, Nokia Siemens Networks



CGI  
, Nokia



CGI  
, Nokia Siemens Networks

**Skills:** Customer Experience · Service Development

## Business Consultant

Jan 2017 - May 2017 - 5 mos  
Tampere Area, Finland

**Skills:** Customer Experience · Business Development · Digital Services · Sustainability Consulting · Professional Services Industries · Pre-sales · Service Development · Sustainable Manufacturing · Solution Selling · Customer Relations · Business · Sales Management · Business Relationship Management · Business Profitability

## Director Consulting Expert

May 2017 - Nov 2019 - 2 yrs 7 mos  
Tampere Area, Finland

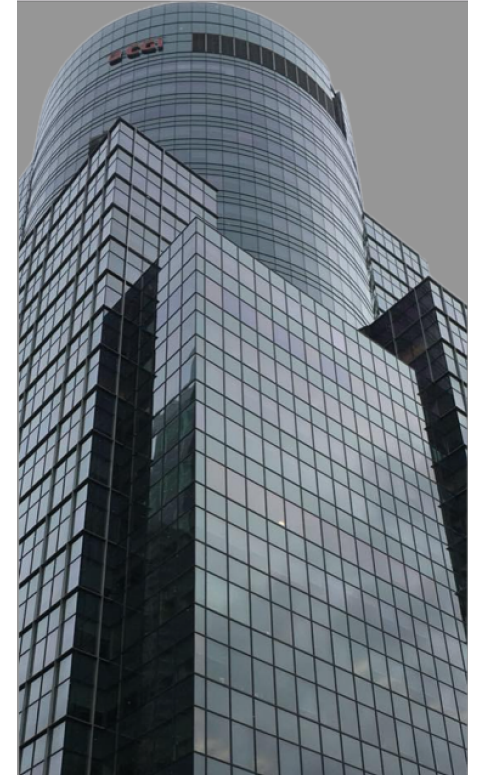
**Skills:** Customer Experience · Business Development · Digital Services · Sustainability Consulting · Professional Services Industries · Service Development · Sustainable Manufacturing · Solution Selling · Customer Relations · Business · Sales Management · Business Profitability · Account Management

## Vice President, Consulting

Full-time  
Nov 2019 - Present - 4 yrs 9 mos  
Finland

**Skills:** Customer Experience · IT Consulting · Rotary · Business Development · Digital Services · Sustainability Consulting · Professional Services Industries · Service Development · Sustainable Manufacturing · Solution Selling · Customer Relations · Business · Sales Management · IT Management · Business Relationship Management · Account Executives · Business Profitability · Account Management · Business Strategy

- Konsultointi
  - tekninen projektipäällikkö
  - Palvelupäällikkö
  - Business konsultointi
  - Johtaja
  - Vice President, Consulting
- 2010 – 2024 Tampere - Helsinki





# Rotary



Akaan Rotaryklubi ry

Matka jatkuu ...

KIITOS