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Tapio Pousi



Contact information:

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Objective:

As background information for customers and partners.

Qualifications:

General management:

- Managing Director and owner of IT companies (DataTotal, DataInnovations)
- Sales director and Department manager in Nokia Data (Finland) and ICL Data (Finland)

Business Development/project work:

- Starting up business to Finnish schools and universities (Nokia Data)
- Planning and developing products to Nokia's educational product line (Basic interpreter, Micromikko, Educational network, educational software etc.)

- Project manager of Nokia Data's CP/M based Micro-POS system
- Project manager of Nokia Data's Library Application
- Project Director of Nokia Data's Educational System (ES) concept including Micromikko ES PC and ES Educational Network
- Creating partner and dealer network for Nokia Data's educational concept and product line in Finland

Sales and Marketing Management:

- Sales manager (Nokia Data, Finland)

Sales (directly to end-users and through sales channels)

- Selling various computer systems (PC, SUN, VAX, Honeywell) and brands
- Selling client-server office systems and solutions
- Selling direct to customers
- Selling with and through partners

System development, system design and programming

- Algol and Mixal programming in Helsinki University, Computer Science Department (1970-1975)
- Cobol programming in Finnish Savings Bank 1972-1973
- PL/1 programming in Statistic Center of Finland 1975
- Cobol and Meta Cobol programming in Pension Insurance Company Ilmarinen 1976-1981
- System designing in Pension Insurance Company Ilmarinen 1976-1981
- Developing Structural System design methods in Pension Insurance Company Ilmarinen 1976-1981
- Basic programming in Nokia Data 1981-1984
- Implementing Basic Interpreter to Nokia Data's Mikko 3 computer 1981-1982

Training/Instruction/Consulting

- Meta Cobol lecturer in ATK-Instituutti 1978
- Instructor in Finnish Mathematic Teacher's EDP Summer Courses 1981-1984
- Pascal expert in Teacher's Pascal course in Education Government's Training Center in Heinola 1982

- After sales Training to Teachers to use Micromikko computer all over Finland 1982-1985
- Member of IT committee in Church Government 1985
- Planning and implementing sales training for dealers
- Lecturer in IT seminar for teachers in in Education Government's Training Center in Heinola 1989

Education and training:

Master of Science from Helsinki University, Computer Science Department 1975

Main subjects: Computer Architecture
 Computer languages and translators

GRID seminar (1 week) 1978

International Management Program NASEVA 1989 (8 weeks)

InfoCom Finland 2001, Spinno 22, for innovative Finnish high-tech companies, 18.4 – 5.9.2001

Several courses in the fields of marketing, sales, presentation skills and information technology

Professional Experience:

Company	Occupation	Duration
Savings bank SKOP	Programmer	1972-1973
Statistic Center of Finland	Programmer	1975
Pension Insurance Company Ilmarinen	Programmer System Analyst	1976-1981
Nokia Electronics, Terminal Systems	System analyst Project Manager	1981-1982

Nokia Informations Systems	Product Manager	1983-1985
Nokia Data/Educational Systems	Sales Manager	1986-1988
Nokia Data/Educational and Reseach Systems	Department Manager	1989-1990
Nokia Data/Educational And Research Systems	Sales Director	1990-1991
ICL Data/Product Sales	Sales Director	1991-1993
DataTotal and DataInnovations	Managing Director and Entrepreneur	1993 –

Summer trainee in:

Bofors, Sweden 1970

General Information:

Date and place of birth: 18.6.1950, Kymi, Finland

Marital status: Married to Airikki Pousi since 1974, two sons, Patrik, born in 1976 and Panu, born in 1979

Driving license: AB 1970

Knowledge of Languages:

Finnish	Mother tongue
English	Spoken: Satisfactory Written: Good
Swedish:	Spoken: Satisfactory Written: Satisfactory
German:	Basic knowledge
French:	Basic knowledge

Interests/hobbies:**Sport**

Golf (hcp 19.2), jogging, orienteering

Gardening

Summer cottage

References:

Mrs. Leenamajja Ojala, Pro Competence Oy
+358 50 5004011

Mr. Raimo Puntala, Senior Vice President, Nokia Mobile
Phones Operations, Logistics and Sourcing,
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Mr. Christer Härkönen, Senior Vice President, Sandvik
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Several of references available by request