

CURRICULUM VITAE

Personal Data

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Education

1994 - 1999 Tartu University, Economic Faculty, Bachelor of Economic Sciences
* Foreign Economy
* Business Finance and Investments
1989 - 1994 Tallinn Science School (Gymnasium and Pro gymnasium)
Special course on electronic and computer science
1982 - 1989 Tallinn 20 Secondary School, Tallinn 49 Secondary School

Professional Career

12.1998 – today I've been working for OpusCapita and its predecessors for 20+ years in different positions and responsibilities as described below. Company has had different names during those years Eesti Maksekeskus, Itella and now OpusCapita.

International role in Itella and OpusCapita

04.2016 – now Head of Partners and Networks. Responsible for eInvoicing interoperability network globally for OpusCapita – Peppol, bilateral and multilateral interoperability agreements.

01.2015 – 03.2106 O2C Solution owner. Responsible for Strategy, "Industry Leader in O2C", execution in OpusCapita's.

10.2013 – 12.2014 Product Director. Responsible for defining and launching new OpusCapita offering "Receivable Manager" in Nordics, Germany and Poland.

01.2012 – 09.2013 Product Management Director, E-Services Business Unit. Responsible of product development and product management of E-Services in Baltic, Nordics, Germany and Poland. Responsible of the Product Lifecycle Management process development in Itella Information Group. Team of 8 people.

06.2013 – 09.2013 Customer Implementation Director (acting), leading 6 CI teams responsible for service implementation. All together 60 people

01.2011–01.2012 Product Management Director. Responsible of product development and product management of Itella Information offering portfolio in Baltic, Nordics, Germany and Poland. Responsible of the Product Lifecycle Management process development in Itella Information Group. Team of 12 people.

Local role in Itella Estonia

03.2009–01.2011	Managing Director. Responsible of company's general management and strategy execution (company of 80-120 persons).
2007–2009	Business Development Director. Responsible of product development and IT development. Two teams, all together 11 people
2002–2007	Department manager of e-services. Responsible of e-services revenue and profit, development of new e-services, e-service delivery, relationship with partner-banks. Team of 8 people
2001-2002	Product Manager of e-services. Responsible of e-service development and sales
2000-2001	Product Manager of direct debit Responsible of direct debit development and sales
12.1998 - 2000	Sales representative. Responsible of sales and customer communication

Additional courses

01-03.2020	<i>Transformational Leadership</i> (Henley Business School)
03-04.2013	<i>Leadreship</i> (Pertec Consulting, Itella Information Leading Performance Program)
03-04.2012	<i>Product Management</i> (Gearshift Group and Proadman, Product Management Academy, PM 2.0)
10.2011	<i>Leadreship</i> (Vain&Partners, From Manager to Trainer)
2009-2010	<i>Leadreship</i> (Vain&Partners, Implementing an Effective Organization in Pan-Baltic level)
04.2008	<i>People Management</i> (Anu Vilovere, Management Training)
10.2007	<i>Career planning</i> (Psycon Oy, Personal Growth and Development)
03.2007	<i>Presentation</i> (International Management Education, Powerful Presentation Skills)
03.2007	<i>IT</i> (FocusIT, XML and service description based on XML)
2006-2007	<i>Finance, Strategy, Management</i> (Finland Post Business School, Excellence Program)
12.2005	<i>IT</i> (FocusIT, Analysis of IS using UML)

Languages

Estonian – national language
English – oral fluent, written fluent
Russian – oral fluent, written good
Finnish – oral some, written none