

Mr. KARI KOIVUNIEMI
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AmericanAgent LLC
500 N. Michigan Avenue, Suite 300
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Profile: Dedicated sales performer with a proven ability to establish, maintain and expand market presence in the North-America. Extensive knowledge of planning, prospecting, communicating, relationship building and closing business. Highly creative and extremely comfortable in a fast-paced changing environment.

Objective: Locate an opportunity with a growing European organization selling and marketing an industry leading product or service. I want to be part of your North-American success story.

AmericanAgent LLC
Vice-President of Sales and Marketing
2001 - Current

Company helps European companies to enter the North-American marketplace. Sales and marketing related services customized around customers' business requirements.

Co-Created the company and concept of service deliverables. Organized European sales team and marketing activities. Coordinated strategic sales initiatives and managed sales projects (in USA) for our European customers. Provided sales strategy recommendations based on analysis of industry and project insights.

Additional duties: American tradeshows, FDA registrations, office solutions, interviewing and hiring American sales representatives, locating distributors, wholesalers, importers, retail connections and discover important industry sales channels.

Exodus Communications
Major Account Consultant
1998 - 2001

Represented Data-Center Services market leader. Targeted American Fortune 1000 and .com markets. Consistently exceeded expectations and the given quota. Extensive high-maintenance customer base.

Good knowledge of mission critical hosting industry and technology used: Load-Balancing/High-Availability * Storage and back-up solutions * Firewalling and security * Connectivity * Caching * Hardware in general * etc. Consistently exceeded given annual quota.

Experts Abroad Inc.
Account Manager
1996 - 1998

Sold and marketed overseas market research and development services to American Fortune 1000 corporations. Sold sales, research and competitive marketing analysis reports in addition to tracking and managing sales history and accurate forecasting.

Identified and closed several multi-year 6-figure opportunities. Played integral part in revising company's service offerings to better meet our customers' business requirements.

Sierra Academy of Aeronautics

International Representative

1993 - 1996

Organized and maintained Sierra's International Department. Marketed, interacted and conducted a thorough follow-up with hundreds of International customers to assess individual needs. Successfully sold Sierra's \$10-40,000.00 aviation training programs around the world.

Co-operated with management and flight training departments. Synthesized and communicated with Sierra's representatives abroad. Acted as a liaison between customers and U.S. Embassies to secure entry. Solved every day immigration, training and financial issues.

EDUCATION

Business College of Kemijärvi - Marketing Degree (1988)

ADDITIONAL

FAA Certified Pilot

Navy of Finland (Mandatory service 1989)

Certified Ski-Instructor

Bilingual (Finnish and English)

Advanced and resourceful computer and Internet user.

"I have worked with Kari for close to three years, and during that tenure I knew that I could always turn to Kari when asked for customer references by any of my prospects. Kari's customers were always open to talk to my prospects and me. This showed me that Kari's relationship with his customers was second to none"

Mr. Scott Gehrke
Senior Account Executive
Exodus Communications
(2001)

"I anticipate that Mr. Koivuniemi will be successful in any task, which he sets to achieve. A thorough understanding of the keys of successful selling coupled with an aggressive nature will ensure Mr. Koivuniemi success in all future endeavors"

Mr. Leonard Seoane
V.P of Sales and Marketing
Results Abroad
(1997)

"Over the past three years, Kari has done an excellent job and continues to exhibit a high degree of enthusiasm and commitment. He constantly seeks ways to improve our services and does an excellent job balancing the needs of our customers with the needs of the company"

Mr. Dan Shaffer
VP of Marketing
Sierra Academy of Aeronautics (1996)
