

CV
Sari Kola

Current activities:

Researcher, Consultant, Board Member, Advisor, Blogger
Focus areas: Open Innovation, Ecosystems, Leadership & Organizational Culture

Research: Ecosystems, Organizational Culture and Leadership
University of Turku, Research Fellow & Doctoral Student
Espoo, Finland | March 2018 –

Hanken & SSE Executive Education, Program Director
Helsinki, Finland | November 2018 –

Freelance consultant

Innovaatiotohtori (Independent Consultant)
Helsinki, Finland | June 2018-

Spinverse: Executive Consultant Open Innovation & Ecosystems
Espoo, Finland | June 2018 –

Taival: Executive Advisor - Ecosystems
Espoo, Finland | June 2021-

Humap: Executive Advisor - Ecosystems
Helsinki, Finland | January 2022 –

Board Memberships:

Finnish Consulting Group
Helsinki, Finland | April 2016 –

Futures Platform
Espoo, Finland | January 2021 –

Helsinki Partners
Helsinki, Finland | April 2021 –

Experience:

Innovation House Finland, Board Member
Espoo, Finland | October 2017 – September 2021

AskKauko, Board Member
Helsinki, Finland | August 2019 – December 2020
DAIN Studios, Executive Analytics Strategist (AI & Insights)
Helsinki, Finland | October 2018 – December 2019 (Freelancer)



Kone Corporation

Espoo, Finland | August 2014 – May 2018

Head of Sales Development, Customer Experience

Head of Sales Development, New Equipment Business

Responsibility: Responsible for KONE sales & related customer experience development for ~4 Mrd € New Equipment Business including sales operating model (organization, roles, process), sales management (target setting, incentives), key account management, pricing (tools, price lists), sales tools (CRM, CPQ) and analytics development. Customer Process owner in KONE level. Head of Customer Process Management Team, Member of NEB Portfolio Management Team & number of other steering groups in KONE level.

Elisa

Helsinki, Finland | May 2011 – August 2014

VP, Strategy & Innovation, Appelsiini Finland Oy

Responsibility: In charge of strategic planning, target setting and change management, cloud based service business ecosystem design & development, innovation process & tools. Business owner of Cloud Brokering solution development (2013-2014).

Achievements: Strategy created & execution framework set. Elisa Links and Appelsiini integrated. Elisa Pilvi cloud brokering business model & solution created, and launched in June 2014.

VP, Corporate Mobility

Responsibility: P&L responsibility of ~200 M€ mobility business (voice, messaging, data, M2M) serving over 150 000 Finnish companies. Member of Connectivity Management Team.

Achievements: Renewal & simplification of the product structure (launch of Elisa Idea product family), growing Elisa's market share by 10 %-points in the corporate segment (+500 employees). Business forecasting methodology renewed.

Panamari

Helsinki, Finland | August 2010 – December 2012

Miami, FL, USA | April 2009 – August 2010

Founder & CEO (Start-up)

Responsibility: Innovation and development of a cross-media edutainment concept for 8-12 year old children

Achievements: 2 children's books published (2009, 2010), game demo development (2011), multimedia concept development (2012)

Nokia Latin America

Miami, FL, USA | June 2008 – August 2010

Director, Head of Strategy, Sales Operations & General Retail

Responsibility: Member of the leadership team of Nokia's Latin American organization (2 Mrd € Revenue). In charge of strategic planning & sales support including processes, tools and sales compensation. In charge of the field force (200 people).

Achievements: Bringing global strategy to life in country level, launching sales planning process and tools in the region, channel visibility improvement from 45% to 85%.

Nokia Siemens Networks, Middle East & Africa

Nairobi, Kenya | April 2007 – June 2008

Head of Industry Marketing

Responsibility: In charge of strategic business development and stakeholder management in 64 countries. Driving change management related to the Nokia Siemens Networks integration) and implementation of matrix structure in relation to marketing & sales functions. Member of the EU Africa Forum ICT Working Group, Member of MEA Marketing Management Team

Achievements: Launched Nokia Siemens Networks in brand and product portfolio to 300+ customers and partners in 64 countries. Tendering strategy in number of customer cases varying from 50-500 M€