

Seppo Toivo Juhani Kivimaki

- Nationality:** Finnish
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- Education & Qualifications:**
- BSc in civil engineering
 - The military service and continued with post graduate studies in Finnish Institute of Export graduating in the top 10%-tile.
 - After 5 years in international management positions enrolled to the MBA program in IMEDE (currently IMD) in Switzerland. Graduated in 1985 from University of Lausanne / IMEDE on the dean's list with an MBA.

Professional Experience:

1979

Started international career as the export sales manager in Huurre (EPC contractor in temperature controlled warehousing and related equipment). Joined Tamrock, later Sandvik Mining and Construction (mining equipment) in 1979. During the following 19 years with the group contributed to the company's 20 fold growth to become a dominant global player.

Started as a regional sales manager and advanced through a number of progressively more demanding management positions to president of Hard Rock Mining sector, a global division with more than \$ 500 mill in revenues. Later promoted to VP sales and marketing of Tamrock Corporation which had total sales of \$ 1bill. After Sandvik's acquisition of Tamrock and was responsible also for all the after sales and consumable business of the combined business. During these years held numerous senior line

management positions in different group companies in Finland, South Africa, Italy, Chile, Brazil, US and in the UK.

Systematically focused on three key issues: growth, cost efficiency and customer contact. Over the years paid strong personal attention to organisational and human development to drive growth, profitability and service excellence always keeping a close contact with service business development.

- 1999** Left mining equipment business and ran a London based 30+ staff strong international consulting practise specializing in change management and organisational and human performance. Split my time between running the company as the president and major consulting projects with Europe based multinationals
- 2002** Accepted a three year assignment from Valtra Inc (+ €800 mill agricultural and forestry tractor business). In addition to the line management responsibilities of VP Services and later VP Marketing and Services started and developed Valtra Academy into a companywide business development programme. Has also served in the subsidiary boards of Australia, Brazil and Sweden. After Valtra was acquired by AGCO led the integration of Valtra's network into AGCO's global organisation.
- 2005** Founded consulting practise LLC Ltd (Leadership for Lasting Change). The company's programs focus on delivering sustainable change by integrating individuals' behaviour change into internal working processes. The engagements include design and delivery of series of tailored interventions addressing clients' needs for sustainable change in growth, profit and service excellence. The longest ongoing program focuses on the use of emotional intelligence as a differentiation factor in serving mining and construction customers. So far 67 workshops have been delivered addressing more than 1600 participants from the CEO to the service mechanics to develop and use new skills.
- As the founding partner started MainExc, a business development company designing and delivering service development projects and resource solutions for different engineering industries.
- 2012** Using MainExc as the vehicle, became the leading partner in CleaRX Ltd. to commercialize and further develop patented vessel design and working methods for offshore oil spill response, containment and recovery.

Business Interests: Tropical farming/daily plus beef production and residential and commercial property development in Brazil

Language: English, Portuguese, Spanish, Finnish and fair working knowledge of Italian, Swedish and basic German