

Kari Martikainen

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PROFESSIONAL PROFILE

A highly experienced and self-motivated production manager, with management skills gained over 15 years from both building companies from scratch, and running daily operations. I pride myself on my interpersonal and negotiation skills, and firmly believe in forging partnerships that benefit both parties. I am passionate about creating lasting relationships, while keeping a constant look out for innovative solutions and beneficial partners to drive the business forwards.

My career has equipped me with a keen eye for areas of potential development, along with the confidence and skills to take ideas from concept stage to completion. As an entrepreneur, I have implemented various procedures to create a thriving business, from finance to production facilities, efficient staffing, CRM, SAP and follow-ups with the client.

SKILLS

- **Management Skills:** A very experienced team manager with a diverse background spanning 15 years from the armed forces through to managerial roles with up to 20 staff reporting to me.
- **Production Development:** My career has equipped me with extensive knowledge and an eye for development areas along with the confidence and skills to take ideas from concept stage to completion. As an entrepreneur, I had to start from scratch in every area and develop efficient business processes.
- **Digital Printers** (Scitex large format digital printers, HP printers, Mimaki and Vutek large format solvent and UV printers): I am an expert with digital printers, having used them professionally for 12 years. I have been the key user for the KBA 50x70 UV offset printer and with production management, including: vacuum moulding, screen printing, litho and scheduling and outsourcer management with sub-contractors.
- **Design:** With over 15 years of design experience, I am a seasoned designer. Many of my roles in the last decade and a half have required extensive knowledge of design. I have created several company logos, graphics, and products and provided visuals for brand new product lines and businesses which have proven very successful.

- **Software:** Proficient with many graphics suites which include a range of plotter software for sign making and design software, such as Freehand, Photoshop and Illustrator. I am also well versed in the Microsoft Office Suite.

WORK EXPERIENCE

Jan 2015 – Jan 2020 Self employed, Southampton, Fareham, Portsmouth, UK

Kitchen, bathroom fitter, builder, decorator. Self employed in building industry

Consultant & Production Manager. Self employed in Graphics Industry

Responsibilities:

Kitchen, bathroom fittings. General builder, decorator: All aspects of refurbishing houses from flooring to tiling.

Sub-Contractor Selection & Management: Identify prospective subcontractors appropriate for the job, determine the best fit for the work and the company, and negotiate the most favourable terms. Maintain constant communication with the subcontractors to ensure a successful and timely delivery.

Coordination & Installation of Print Jobs: Oversee the creation of print materials for client projects, coordinate for a smooth installation and provide hands on support for timely completion.

Example of a specific achievement:

As part of my consultancy role for Team Production Ltd I advised on and managed the ideal subcontractor for a very unique project to provide a vinyl wrap for an airship. As a result of my careful selection and fees negotiation the project generated over £60k profit with a two week turn around.

Sept 2013 – Dec 2015

Assistant General Manager, Solent Arena, Fareham

Responsibilities:

Build & Installation: Used my extensive knowledge of groundwork to start up and manage the new venue, including building work, scheduling, managing people and customer service.

Day to day general management: Responsible for the day to day running of the facility, ensuring public sessions and private hire ran smoothly, managed staff and monitored stock levels. Sales at hockey pro shop

Example of a specific achievement:

Jointly created and managed Hampshire's only dedicated roller arena, from its' original state as an empty warehouse, to a fully functioning sports facility used by multiple sports and teams and home to the UK BRHA roller league champions.

July 2012 – Sept 2013 Warehouse Manager, Shred-It, Portsmouth

Responsibilities:

Confidently managed a small team and oversaw the warehouse operations and stock control.

Feb 2010 - May 2012 Production manager, Key 2 productions, Portsmouth, UK

Responsibilities:

Successfully overseeing graphics production on daily basis.

Aug 2006 – Sept 2009 Sales, Purchasing & Quality Manager, Printcenter Oy, Jyväskylä, Finland

Responsibilities:

A very versatile role dealing with everything from sales, outsourcings, production management, design of new products, QA and CRM. We dealt with litho, digital printing, screen printing, vacuum moulding and P.O.S. stand production from cardboard, wood, plastic and metal.

March 2003 – July 2006 Production Manager, XL Print, Farlington, Portsmouth, UK

Responsibilities:

Responsible for all production operations and reported to the company's shareholders for this large format digital printing business.

Feb 1998 – Aug 2002 Managing Director, Imax Sahar Digital, Jyväskylä, Finland

Responsibilities:

Responsible for all operations and reported to the company's shareholders for this large format digital printing business.

Feb 1998 – Aug 2002 Entrepreneur, Scarabo, Jyväskylä, Finland

Responsibilities:

I was an entrepreneur working with large-format digital printing, vehicle graphics, sign-making and design. I also gained an excellent reputation for providing high quality products and services.

EDUCATION & QUALIFICATIONS

MA/BA Practical Nurse: I am a qualified nurse through education, although my eventual career took me on a very different path. My education, however, provided me with the basic knowledge of psychology to be an efficient team member and a manager.

MA/BA Apprenticeship in Graphics: This course gave me an in-depth understanding of how practical advertising works in terms of key theories and how these can be applied to real-life scenarios, as well as the nitty-gritty of selecting appropriate medias, materials and the principles of marketing in general.

- CSCS (2013)
- Fire Marshall course (2012)
- Forklift License (Finland, 2009)

ADDITIONAL INFORMATION, SKILLS AND INTERESTS

I love sports and play floorball, football Ice hockey and inline hockey, and I enjoy spending time with family and friends. Finnish is my native language and I am fluent in English.