

Kamilla Sultanova

Entrepreneur / Global Dignity Girls & Boys ry co-founder / Bridge builder

Hi, I am an empathic entrepreneur with multinational background. With my Uzbek roots and relentless energy, I have lived in Denmark and Finland for the last 15 years. I have successfully navigated across cultures, industries and change with recognitions as an employee of the year, European Young leader and a role model for empowerment. I am capable in business and on stage. All projects with my name brought pretty good results. Passionate about internationalisation and Finnish education export.



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WORK EXPERIENCE

Entrepreneur

www.kamillasultanova.com

02/2018 – Present

Helsinki, Finland

I am a strategic advisor and consultant with focus on internationalisation, diversity and education export.

My can-do

- Concept design for public-private partnerships to deliver social change projects with impact
- Export consultant for Nordic solutions in education, innovation and technology with focus on branding, business development and sales
- Public speaker on diversity and changemaking

Center of New Education (Finland)

Head of strategic partnerships

02/2018 – Present

Helsinki, Finland

Freelancer at the Center of New Education, a teachers-training platform that offers webinars and seminars for teachers. Finnish education export

Can-do & Results

- Build partnerships with universities, colleges and schools
- Recruit Finnish education experts and prepare webinars
- Take active part in service design of the platform and development of the go-to market strategy
- Successfully piloted education webinars in Uzbekistan for 70 teachers under tight deadline

Sales manager - Nordics, Russia, Middle East

Mearsk Line A/S & Maersk Finland Oy

02/2014 – 09/2016

Copenhagen, Denmark

Can-do & Results

- Executed an ambitious container sales strategy
- Built a large customer base, which turned to loyal partners and successfully high volume sales
- Expanded sales locations to 20+ from just 4 in Scandinavia
- Under 3 years delivered 22,3USDmillion in annual revenue
- Have been part of the team, that supported my initiative and delivered extra 13USDmillion in revenue across 9 locations to one key customer
- Recognized as a top performer in a team in summer 2015

SKILLS

Business development Leadership Perseverance

Strategy Passion European Young Leader

Education export International sales and marketing

Public Speaking Workshop facilitator

Project management Great networker Creativity

Nordic edge

PERSONAL PROJECTS

Global Dignity Girls & Boys Ry, Co-founder
(01/2015 – Present)

- Co-founded a Finnish branch of Global Dignity, which is present in 60+ countries. Thanks to deep engagement to Finnish teachers, volunteers, sponsors and role models, my team delivered inspiration events to over 3000 students in Helsinki region. Total of 9 events in under 3 years - some of which are listed below:
- "Taitaja Global Dignity" - 1600-guest seminar in Helsinki Messukeskus (Convention center) 2017, Global Dignity Day events for 500 boys and 500 girls in 2015 and 2016
- Panel debate at Nasdaq - diversity in finance event 2017
- Finnish Inclusion leaders seminar in cooperation with the US Embassy in Finland and the German Marshall Fund 2017
- International Youth Art exhibit in Helsinki #InsideOutHelsinki 2017
- Speakers involved: Leo-Pekka Tähti, Henkä Hyppönen, Jani Toivola, Ronja Salmi, Jenni Pääskysaari, Matias Mäkitalo, Evon Söderlund, Anna Puu, Anni Sinnemäki, Ann Wahlroos-Jaakkola.

Diversity & Gender equality advocate
(09/2009 – Present)

- Elected to 2-year-program "Mentoring for change" and a 50/50 campaign for parity democracy to advocate for migrant women's political participation in 2014 EU elections. Mentoring initiative supported by the previous European commissioner Kristalina Georgieva and my mentors MEP Britta Thomsen of Denmark, MEP Sirpa Pietikäinen of Finland, 2013-2015
- Promoted mentoring for change at the OSCE Security days in Vienna, 2015
- Lectured on diversity management at exports at Danish maritime engineering college 2012-2013
- Debated access to Danish job market in the Danish parliament 2009

WORK EXPERIENCE

Purchaser

Nordic Tankers A/S [↗](#)

02/2011 – 01/2014

Copenhagen, Denmark

Can-do & Results

- Recognized as an employee of the year (2012) for excellent work
- Successfully implemented an ambitious cost-cutting supply chain project
- Improved efficiency of the company's delivery system through supervision and coordination between offices, global agents, partners and suppliers across global ports
- Directed and implemented a new Sharepoint-based company intranet
- Improved communication between office and sea staff via intercultural workshops at company seminars

Sales manager Russia, Baltics, Benelux

Global Container Concepts ApS

01/2009 – 05/2011

Copenhagen, Denmark

Startup, logistics equipment trader - Maersk Line's 3rd-party agent

Can-do & Results

- Opened up markets from scratch in Russia, Baltics and Benelux
- Delivered 30% of annual company revenue

EDUCATION

Project management & Change management in practice - for Nordic Tankers team

Connection Management A/S

09/2012 – 04/2013

Copenhagen, Denmark

Courses

- 8-month long leadership course

MA Corporate Communication

Aarhus University [↗](#)

08/2006 – 06/2008

Aarhus, Denmark

BA International Communication and Marketing

Aarhus University [↗](#)

08/2004 – 06/2008

Herning, Denmark

LANGUAGES

English	●	●	●	●	●
Russian	●	●	●	●	●
Uzbek	●	●	●	●	●
Danish	●	●	●	●	●
Finnish	●	●	●	●	●
Swedish	●	●	●	●	●
Norwegian	●	●	●	●	●

REFERENCES

Pekka Himanen, Global Dignity co-founder

pekkahimanen@globaldignity.org

Michael Barsøe Friis, Maersk Line A/S

Michael has been my supervisor

michaelbfriis@gmail.com / +45 21 84 85 87

Kaisa Nuutamo, head of international relations, Helsinki Business College

Kaisa is a partner at joint Global Dignity projects, kaisa.nuutamo@businesscollege.fi
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Jenni Paaskysääri, board member at Global Dignity Girls & Boys ry, producer, author

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INTERESTS

TED talks, running, family and travel

HONOR AWARDS

Nominated as a participant in the first International Uzbek Young Leaders forum "Young Compatriots of Uzbekistan" (04/2018) [↗](#)

Youth Union of Uzbekistan

Upcoming TEDxHelsinkiUniversity speaker (05/2018) [↗](#)

Helsinki University

Women of Decade in Community Leadership (06/2018 – Present) [↗](#)

Women Economic Forum, New Delhi, India

Jury member, the Ambassador's Entrepreneurial Challenge for students in Finland (2017) [↗](#)

U.S. Embassy in Finland

Elected to "40 under 40" European Young leaders' network (2015 – Present) [↗](#)

Friends of Europe think tank

Elected to Transatlantic Inclusion Leaders network (2012 – Present) [↗](#)

the German Marshall Fund public diplomacy institution

Employee of the year award (12/2013)

Nordic Tankers A/S

European Women's Lobby advocate (04/2013 – 02/2015) [↗](#)

European Women's Lobby, Brussels, Belgium