



# ANSSI KOSUNEN

Software Development Student  
and experienced salesperson


## PROFILE

Highly motivated software development student seeking a junior developer position. Boasting 8 years of successful sales experience and a passion for coding, I am eager to bring my skills and drive to a challenging and dynamic work environment

## CONTACT ME

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 [sakky.luowa.fi/anssi\\_kosunen/portfolio](http://sakky.luowa.fi/anssi_kosunen/portfolio)

 @anselotti

## ➤ EDUCATION

### SAVO VOCATIONAL COLLEGE

2022-2024 Software developer career, in progress.

### SAVONIA UNIVERSITY OF APPLIED SCIENCES (UNFINISHED)

2011-2014 Bachelor of Business Administration

### SAVO VOCATIONAL COLLEGE

2005-2008 Vocational Qualification in Business and Administration

## ➤ SKILLS

- Strong sales background and experience
- Created several websites
- Familiar with HTML, CSS, PHP, Bootstrap, SQL. Basics of JavaScript and currently studying it further.
- Knowledge of Agile software development methodologies
- Excellent communication and interpersonal skills
- Ability to work well in a team environment
- Self-motivated and enthusiastic about learning new technologies

## YOU DIDN'T ASK BUT I WANT TO TELL YOU

Proud father of a 1.5-year-old daughter, a loving husband to my wife, and a devoted dog owner. In my free time, I enjoy watching sports, playing video games, and exploring the world.

## ➤ WORK EXPERIENCE

### **RENOA GROUP OY 2014-PRESENT**

*Sales Representative And Sales Manager*

- Worked as a sales representative for a home renovation company.
- Worked as a sales manager for about four years
- Successfully developed new business opportunities and exceeded sales targets.
- Built and maintained positive relationships with customers and stakeholders.
- Consistently ranked as a top performer and consistently achieved top salesperson status within the company.
- Managed a team of sales representatives and provided mentorship and training.
- Monitored sales performance and developed strategies to improve results.

### **K-RAUTA AB 2013-2014**

*Salesperson*

- Worked as a salesperson for a building material and tool company.
- Provided technical advice and product recommendations to customers.

### **BERNER GROUP LTD 2008-2011**

*Salesperson*

- Worked as a salesperson for a building material and tool company.
- Provided excellent customer service and built strong relationships with customers

## ➤ LANGUAGE

Native **finnish**.

Advanced high **english**.

Novice high **swedish**.

Basics **spanish**.