

Curriculum Vitae

Name: **TIIT SUUDER**
Date of Birth: 21.02.1976, Kohtla-Järve
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Marital status: Married (3 children; b. 2002/2010/2012)



Overall Profile:

25 years with proven track record of accomplishments in Strategic Initiatives and Sales & Marketing in different industry verticals (Renewable Energy, Real Estate Development; Maritime & Marina; Financial services – credit & collection; FMCG Wholesale & Distribution; Airline/Aviation).

Hands-on project leader with in-depth experience contracts negotiation, problem solving and consulting skills. Visionary, initiator and a team player with high energy.

I value open minded "out-of-box thinking" colleagues who are passionate to find new solutions and opportunities.

Work experience:

Feb 2022 – **Sunshine Property Development Trust LLC**, Managing Partner,
Strategic Investors Relations & Project Sales and Development
Management (Real Estate Development)

June 2021 – **Olsson Green OÜ**, Quality and Compliance Manager
Renewable Energy (inverter battery banks)

Sept 2020 – **Selfdiagnostics Deutschland GmbH**, Sales & Strategic Initiatives
November 2021 (Freelance cooperation as consultancy services)

Responsibility: Development of sales, and strategic investor relations.

March 2019 – **Olsson & Nielsen Nordic OÜ**,
June 2021 Sales and Development Manager for Renewable Energy

Responsibilities: Sales and Development of Olsson Solar (50 kW+) solar parks, Sales Management with respective Consultancy and Lead generation.

October 2016 – **AS Info Ettevõtete Grupp**, Development Director,
November 2018 (Contract cooperation as consultancy services)

Achievements: Successful management and development of owner driven major projects, sales management (lead management) and management consulting:

- * Development of Tartu mnt 95 real estate proposal - creating vision and 3D visualization in cooperation with architect Meelis Press.
- * Initiation of the Grand Holm Marina detail planning process and managing the marina development project.
- * Management of the Pärnu mnt 232 / Järve City development project.
- * Managing the Kernu Manor detail plan process and defending successfully an environmental impact study in local government. As a part of the detail planning, managing the Kernu Manor private airfield (900 m) building process and successful project coordination with the Estonian Civil Aviation Authority and local government.
- * Development and management of Baltic Cruiser customer service and sales activities. Leading the construction and renovation works of the Baltic Cruiser new premises. Successful “sales resumption” of Princess luxury yachts and participation in international fairs and trade-shows (Sales management of Princess Yachts).
- * Managing development of Käsnu Lainela Holiday Village (incl. restaurant Kaspervik) project.

Successful management of various real estate development projects and advising a business owner on development processes.

October 2013 – **Kakumäe Jahisadam OÜ / Haven Kakumäe OÜ**, Project Visionary,
September 2016 Initiator and Launcher, Development Manager with Key Account Manager & Sales Director duties.

Achievements: Creating a vision and 3D visualization for Kakumäe Marina / Haven Kakumäe development project and managing project launch and development activities.

Managing the demolition and construction process, launching the detail planning process and involving the general contractor for the construction activities.

Managing and planning sales and marketing activities, creating customer management program (CRM) and successful project presentation to the Haabersti District Administration.

Project introduction and representation at international fairs and trade-shows (Estonia / Sweden / Finland / Russia) and search for a new key investor. Finding a new core investor - involving 100 million EUR investments and conducting successfully the due diligence process.

September 2011 – **Krimelte-Temps OÜ**, Export and Project Manager for modular
February 2013 houses in the Chilean market

Field of activity: Manufacture and distribution of building materials

Achievements: Excellent cooperation development in existing foreign markets (Denmark, Norway, Sweden and Russia), finding new markets and launching new sales channels (lead management). Successful export sales of Krimelte Temps building boards to the Danish, Norwegian and Swedish markets. Successful development of a modular house project for the Chilean market and arranging for modules container shipping. Managing the construction process of the first houses in Chile.

June 2006 – **S.M.T. Arendus OÜ**, Project's sales and development management (shell company for contracting my services – project or contract based)

Field of activity: Project's consultancy and general management, Projects Sales (Lead Management) & Development management.

Achievements: launching successfully different top business projects – real estate development (incl. residential real estate), private marina development, private airfield (900 m) development, modular buildings and building materials export management. Successful experiences in launching public sector projects (TalTech Mektory project) as well as launching successfully large private investor projects. Professional business experience in international markets (Scandinavia, UK, Russia, Poland, Italy, India, Chile, USA/Florida).

October 2005 – **AS Ülemiste City**, One of the key initiators of Smart Business City,
November 2010 Sales and Development Manager with Sales Director duties.

Achievements: Creating and launching a vision of a new innovative business campus on the territory of old Dvigatel factory.

* Excellent management of developments and sales activities of the Ülemiste City project. Successful Lead Management.

Creating and building up for the ÜC project new sales and customer management system (CRM) and active project pre-sales (project presentation) to at least 1000 senior executives of the potential companies. Participation in the implementation of the project detail planning process and also in the implementation of the international architectural design competition.

* Successful development of the construction and leasing contracts (in cooperation with Lextal Law Firm) for the commercial and industrial premises. Management of the premises renting process and also concluding lease agreements with clients.

* Attracting Finnish key investor to the Ülemiste City project (participating in the due diligence process) and successful project sale to a new shareholder - Technopolis Ülemiste AS.

By 2011 our team had successfully developed for the leading IT/education/pharmacy/consultancy and advertising companies more than 55,000 m² of new modern business premises and our new office buildings occupancy rate was 90%!

August 2004 – September 2005 **Julianuse Inkasso AS**, Director of Sales and Marketing

Achievements: Successful management of sales and marketing department and active communication with major clients. Improvement of Estonian payment culture and financial obedience. Successful management of corporate “Key” clients and sales and marketing team.

November 2003 – June 2004 **AS Viisnurk**, Regional Sales Manager for the Furniture Division

Achievements: Creating new professional customer relationships and developing sales activities in export markets. Successful sales results in Scandinavian (IKEA, Asko, ISKU) and UK (NEXT) markets.

January 2001 – October 2003 **Dunkri Kaubanduse AS**, Key Account Sales manager

Field of activity: Wholesale of alcoholic beverages (FMCG)

Achievements: Professional management of key accounts sales department and significant growth in sales. Successful execution of constantly growing sales targets and excellent distribution management (cooperation with FMCG key accounts (Selver, Prisma, Tallinna Kaubamaja, Stockmann etc).

February 1998 – January 2001 **AS Estonian Air**, Key Account Sales Manager

Achievements: Professional cooperation with Estonian travel agencies and also foreign partners (Latvia, Lithuania, Denmark, England, German Tourism Board). Excellent partner relationship management and growth in key account sales.

February 1996 – February 1998 **AS Estonian Air**, Load Control

Achievements: Professional management of supervisor’s team, ground handling team and passenger planning - aircraft load planning.

February 1995 – February 1996 **AS Estonian Air**, Supervisor

Achievements: Successful management of aircraft pre-flight ground handling team: refueling, cleaning, catering, check-in.

Education:

2001 – 2004	Tallinn University of Technology Economics, Bachelor of Business Management & Administration
1996 – 2001	Higher School “I Studium” Entrepreneurship, Bachelor of Business Management & Administration
1994 – 1994	Estonian Academy of Security Sciences, Military Science
1991 – 1994	Nõo Reaalgümnaasium and Tartu Aviation College Secondary education and Commercial pilot license
1982 – 1991	Kohtla-Järve 1. Keskkool (Basic education)

Additional training:

Real Estate Development Project Management, Project Management, EAS Master class “Growing in Crisis” (webinar), Sales Psychology, Team training, How to sell more, Sales Manager & Management skills, Airplane Load Planning (Finnair)

Languages:

Estonian	mother tongue
English	very good in speaking and writing
Russian	very good in speaking and writing
Finnish	basic in speaking

Hobbies:

Tennis, swimming, snowboarding, fishing, cooking, travelling
Certified Volunteer Firefighter and Sea Rescue (SAR)

Personal “success” qualities:

Dedicated to the goals, commercially minded, precise, optimistic, experienced deal negotiator, achiever, strong stress tolerance, good adaptability skills, successful in finding solutions, positive “can-do...let’s do it” leader and reliable team player in successful and difficult times, proven visionary and sales development manager.

“Be visionary - think long term; be passionate; dream big, make bold bets, use your instincts; make action; think differently; be customer oriented; keep going”