



## **Teemu Salmi**

Executive Vice President, CIO and Head of Digitalisation,  
*Stora Enso AB*

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As CIO and Head of Digitalisation, Teemu Salmi holds the accountability of the Group level strategy and execution of all IT services as well as the strategy for the Group Digitalisation, including innovation.

After graduating from the university with a Bachelor of Arts in Business Information Technology he joined Cap Gemini as project manager and IT consultant. Mr. Salmi spent 4 years at Cap Gemini before joining the Ericsson group in 1999. Within the Ericsson Group Mr Salmi held several senior and executive positions until leaving the Group in 2017. The positions in the Ericsson Group was both within Group IT as well as in Business Unit Services and Business Unit IT & Cloud.

The last four years at Ericsson, 2013-2017, Mr Salmi was leading the services and IT & Cloud business in the Middle East and East Africa region. Based out of Dubai he was responsible for some 80 customers over 23 countries in the Middle East and North-East Africa region.

As SVP, IT & Cloud within Region Middle East and North-East Africa (RMEA), Teemu Salmi held the accountability of sales and delivery of Ericsson's products and services in the IT & Cloud portfolio. This included profit and loss responsibility for the full business stack. The IT & Cloud business was roughly a billion USD business and held some 2000 employees executing sales and delivery to Ericsson's customers in 23 countries. Mr. Salmi was responsible for delivering profitable growth and securing customer satisfaction above market average.

Some of Mr. Salmi's major achievements are:

- CIO of the year 2020 in Finland
- Announced on the "top 100 IT influencers" list in Finland, 2020
- Profitable growth of Ericsson's services business in the Middle East and North-East Africa with a net sales CAGR of 12 percent and profit improvements with a CAGR of 1+% over 3 years
- Improving customer satisfaction with 1 percentage point year over year to be market leader
- Transformation of IT organization into a true service and business driven organization
- Transformation lead in complex environments, securing successful go-to-market strategy

Mr. Salmi has over 20 years of senior and executive leadership experience in a variety of industries. 10 of these years are solely dedicated to executive leadership positions in the telecom and forest industry, leading sales, delivery and transformation of large businesses.

Mr. Salmi was awarded "CIO of the year, 2020" in Finland for his accomplishments. In the same year he was announced as one of the top 100 IT influencers in Finland

When not working, Mr. Salmi enjoys doing sports and then mainly running and playing golf. Another important part for Mr. Salmi is to enjoy as much time as possible with his family and friends.