# Markku Pulli Project Manager

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Results-driven Project Manager with extensive experience managing digital projects in dynamic environments. Expertise in leading cross-functional teams, implementing project management tools, and driving efficiency in project execution. Proven ability to deliver projects on time and within budget while maintaining high-quality standards. PMP and Lean Six Sigma certified, with strong technical skills in Agile methodologies, and data analytics. Adept at managing client relationships, optimizing processes, and enhancing project outcomes.

# Experience

### July 2020 - PRESENT

##### **Data Analyst/ Oiva Analytics**

### Highly experienced and motivated Data Analyst successfully transforming data into valuable insights and solutions. Expertise lies in applying machine learning and big data technologies to interesting business cases.

### Retention and churn analysis for subscriber-based services. The goal was to increase customer lifetime value. Several interesting and overlooked insights were found during customer segmentation and sentiment analysis.

### Project Management: Led the creation of SEO-optimized content for digital campaigns, improving organic search results and contributing to a 22% sales increase.

### Technical Expertise: Designed and implemented AWS data analytics solutions, following best practices to ensure scalability and efficiency. Utilized machine learning for consumer behavior analysis and product defect detection, resulting in a 15% reduction in defective shipments.

### Process Improvement: Streamlined data processes to enhance the sales cycle by eliminating non-value-added tasks. Applied Six Sigma principles to optimize project workflows and improve overall productivity.

### 2012 - 2020

##### **Technical Project Manager / Nokia Networks (USA)**

Managed IT implementation and optimization services. Resource planning, risk mitigation, budget and schedule management through execution. Used analytical skills and resources to solve critical issues for smooth project deliveries and increase revenue by upselling additional services.

* Digital Project Management: Managed multimillion-dollar IT infrastructure projects, improving customer service delivery and mobile subscriber experience. Successfully delivered projects on time and within budget, ensuring alignment with client expectations.
* Agile Methodologies: Implemented Agile/Scrum practices to increase sprint velocity by 18%, leading to faster project delivery. Coordinated global teams across multiple time zones to ensure seamless project execution.
* Client Engagement: Served as the main point of contact for clients, including T-Mobile, AT&T, Verizon, and US Cellular, ensuring clear communication and high levels of client satisfaction.
* Process Optimization: Applied Lean Six Sigma and PMP skills to drive process improvements, resulting in enhanced project outcomes and increased revenue through upselling services.

### 2011 – 2012

##### **Services Product Manager / Nokia Networks (USA)**

Partnered with the Presales team to develop product planning, pricing, and documentation. Successful pricing strategies to beat the competition. Responsible for delivering detailed RFP costing and SOW preparation for services pre-sales.

* Product Strategy: Partnered with the Presales team to develop competitive pricing strategies and technical documentation. Managed global virtual teams and aligned product roadmaps with services to maximize client value.
* Sales Support: Contributed to increased service sales through market segment analysis and detailed RFP and SOW preparation.

### 1998 - 2011

##### **RF Specialist / Nokia Networks (Global)**

Technical Leadership: Led market deployments for new technologies, providing post-launch support and optimization for 2G/3G networks.

# Skills

**\*** Project Management **\*** Constant learning **\*** Ability to communicate efficiently **\*** Business Analytics **\*** Team collaboration **\*** Customer focus **\*** Leading cross-functional virtual teams **\*** Ability to work independently & remote **\*** Building relationships **\*** Self-motivated

IT NW, Proficient with Microsoft Office365, Power BI, JIRA & Atlassian apps, Salesforce, SDLC, AWS cloud computing, PMI Infinity, Python analytics(4y), (Pandas(4), Numpy(4), Matplotlib & plotly, SQL(4),

# Education

#### **University of Technology (FITech), Finland**

Strategic Project Management, Business Models and Ecosystems, AI/Machine Learning Theories/Algorithms, Applied Machine Learning, Data Mining. SQL and Open Interfaces. [Badges](https://openbadgepassport.com/app/profile/121097)

#### **Espoo-Vantaa University of Applied Sciences, Finland**

Bachelor of Science degree in computer science.

#### **PMI Certified Project Manager, USA**

PMP certified since 2007.

#### **Lean Six Sigma, USA**

Green belt on lean Six Sigma.