

# Lauri Untamo

Account Director at OneMed Oy

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## Summary

At the moment working in OneMed Oy as Account Manager. My responsible accounts are public and private healthcare customers in middle and east Finland. I have team of two KAM. Together with five Product Category Managers and four product specialists we run efficient portfolio of healthcare supplies. We are building wide assortment of healthcare supplies to our customers. My team takes care of supplier contacts, pricing, product lifecycle and develop product categories.

Previously at OneMed I was working as Business Development Manager. Main responsibilities are run team of product manager, marketing communications and tender team. Also taking care of developing new business models and take care of own customer accounts.

Previously I have worked in Oriola Oy in different management positions. I have been taking care of customer service, marketing communications, e-services development including reporting services and account management. Last three years in Oriola my main task was account management for pharmaceutical companies accounts.

I am interested working in multitask and demanding environment with business strategies, business management, sales or marketing management.

Personal expertise is account management, public relations, contract negotiations, sales and marketing, facilitating changes, create new innovative business and service solution and lead different kind of organizations.

Has good knowledge of healthcare supplies, pharmacy and pharmaceutical markets and supply chain. Good co-operation, influence and lobbying skills.

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## Experience

### **Account Director at OneMed Group**

September 2015 - Present (1 year 4 months)

Sales of OneMed products to customers in middle and east Finland i.e. Kuopio and Tampere University Hospital areas. Supervise sales team in own responsible area. Lead team of Product Category Managers and Product Specialists to develop and manage efficient product portfolio of healthcare supplies.

### **Development Manager at Onemed Oy**

December 2013 - September 2015 (1 year 10 months)

Develop and responsible for new business models. Support and supervise team of product manager, tender team and marketing communications.

**Pharmacist (Bsc Farm) - Field Sales at Tuusula I Pharmacy and University Pharmacy**

September 2013 - December 2013 (4 months)

Pharmacist and Field sales for dose dispensing

**Account Director at Oriola Oy**

June 2010 - June 2013 (3 years 1 month)

Main task pharmaceutical companies account management. I had 45 different size human and veterinary pharmaceutical companies.

Responsibility to contract negotiations, maintain account profitability, value added sales, ebit and working capital. Customers have been situated in Finland and abroad.

Also taking care of Oriola Oy marketing, reporting services training and development and e-services development.

Last 7 year part of Oriola-KD strategy PMO (Program Management Office) facilitating Oriola-KD strategy process.

**Customer Service Director at Oriola Oy**

February 2008 - June 2010 (2 years 5 months)

My responsibility was Oriola's 35 person customer service organisation.

Taking care of customer service budget and costs. Took care of customer service, invoicing, reclamation and phone sales activities. Key task was to ensure good customer service towards Finnish pharmacies, veterinaries and hospitals I change the customer service organisation and implemented new VoIP service. Also I took part pharmacy chain acquisition project in Sweden.

Also I was responsible for different customer and customer service development projects. I was the owner of delivery terms negotiations. Daily I solved customer feedback and from the feedback I communicated development tasks to logistics operations. From feedback we developed supply chain from wholesaler to pharmacies and vet's.

**Business Development Manager at Oriola-KD Corporation**

August 2006 - February 2008 (1 year 7 months)

I worked in Oriola-KD corporation as Business Development Manager. I took care of change management processes and strategic projects. I was a project manager for divestment project of one business area in Baltics and nordic countries.

After feb/2008 until today I have been part of Oriola-KD PMO team to facilitate corporate strategies.

**Sales Manager at Oriola Oy**

February 1999 - August 2006 (7 years 7 months)

Sales manager for Clinical Laboratory Systems, leading the sales team.

Taking care of sales and marketing Sysmex analysers, Abbott POC, Pyxis systems.

Leading sales project, tendering and contract negotiations.

Responsible for sales and marketing budget. Supporting sales for Baltic countries.

Main customers hospital chemists, hematology and laboratory doctors in private and public healthcare and veterinary clinics.

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## Skills & Expertise

**Key Account Management**

**Customer Service**

**Account Management**

**Business Strategy**

**Change Management**

**Business Management**

**Sales Management**

**Logistics**

**Supply Chain**

**Marketing Strategy**

**Strategic Planning**

**Customer Relations**

**Medical Devices**

**Management**

**Business Development**

**Contract Negotiation**

**Training**

**Sales**

**Leadership**

**Marketing**

**Marketing Communications**

**Healthcare**

**Budgets**

**Strategy**

**Product Management**

**Product Marketing**

**Sales Operations**

**Team Leadership**

**Marketing Management**

**Product Launch**

**Training Facilitation**

**B2B**

**Business Planning**

**Pharmaceutical Industry**

**New Business Development**  
**Pharmaceutical Sales**  
**Market Analysis**  
**Sales Effectiveness**  
**Negotiation**  
**Sales Process**

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## Organizations

### **Finnish Scout and Guides Assosiation**

Training Commisisoner / Member of Training Commitee

January 2001 to May 2010

Responsible for national training scheme

Training in different trainings

Development training for adults

Taking care of different projects

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## Languages

<b>Finnish</b>	(Native or bilingual proficiency)
<b>English</b>	(Professional working proficiency)
<b>Swedish</b>	(Limited working proficiency)
<b>French</b>	(Elementary proficiency)

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## Education

### **Aalto-yliopisto**

JOKO, 2010 - 2011

Activities and Societies: Joko 80 kurssi

### **Markkinointi Instituutti**

MJD, Marketing Management, 2003 - 2003

### **University of Helsinki**

Bsc, Pharmacy, 1995 - 1998

### **Hyrylän lukio**

1990 - 1993

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## Interests

Scouting, Training, Facilitation, Nature, Photography, Culture

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## Volunteer Experience

### **Chairman at Tuusulan Taiteiden Yö**

October 2003 - Present

Arts night at Tuusula. 24 locations. 100 different shows/events.

**Training Commissioner at Finnish Guides and Scouts Association**

January 2006 - May 2010

Worked with national guides and scouts training program.

**municipal politician at Tuusulan kunta**

January 1996 - Present

I have been chairman of youth board, health and social board, vice chairman of city council and vice chairman of review board.

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**Honors and Awards**

**Medal, First Class with golden cross, of the Order of the White Rose of Finland**

Order of the White Rose of Finland

December 2012

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# Lauri Untamo

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## 1 person has recommended Lauri

"Lauri is a great asset to any organization. I worked together with Lauri for several years during which time he was promoted to the role of a sales manager in the organization and then later to other challenging business development tasks. Lauri handles well large scale projects both from the technical side and also from the leadership side. He is excellent in giving presentations and innovative facilitator of the workshops. He goes after the results and keeps the customers satisfied."

— **Ilari Vaalavirta**, managed Lauri at Oriola Oy

[Contact Lauri on LinkedIn](#)