



Eva Donalds
f. 1967-06-06

CURRICULUM VITAE

EDUCATION

Ålands Handelsläroverk, 3 year Economical School, Tourism 1987-90

Ålands yrkesskola, 1 year Medical Secretary 1985-86

Courses:

- Coaching, Positive Solutions, August 2018
- DISC analyzing, communication course management level, Stig Fram with Ålands handelskammare, year 2016.
- Similar course as above with Åland Post together with Ålands näringsliv.
- Marketing Tourism and recreation geography half year course, Vasa högskola.
- Business Result 4 days course, Företagsuniversitetet Stockholm.
- Other courses: Presentation techniques, Negotiation techniques, Business Management, Oral Business English, Byggefakta database software, Suggestopedic Finnish.

EXPERIENCE

- Founder and owner, **Brilliant Business, Consultant**, Business Development, International Sales, Marketing and Communication, **ongoing**
- **CEO at Cainby** 4 years to September 2018, now partner and member of the board and International Sales for Cainby
- **Sales and Marketing Manager at Cainby** 6 years.
- **Key Account Manager** and later **After Sales Manager hos Åland Post** 6 years.
This included helping customers abroad to establish their business on Åland and negotiate to get long term agreement (often worth several million Euros) for print, pack and distribution. This also included responsibility for budget, agreement, pricing for these customers.
- **Logistic Manager at DFDS Logistikk** in Norway.
My customers were Lego, Gillette and Phillips transport solutions in Norway. I handled invoicing, follow up and I also sold new services tailored to their needs.
- **Project Secretary for NCC Bygg** (shortly between other work), coordinating and correspondence.
- **Distributor Relations Representative at Herbalife Norway Products Ab.**
Start up of a new office in Norway for Herbalife, worked as a link between Herbalife distributors and the head office in London. I also handled media communication.
- **Advertisement sales** for the newspaper Nei til Narkotika in Norway, a short period but with good results.
- **Secretary for Goodtech MR Ab Ltd** on Åland.
Export- and import handlings, invoicing, arrangement of travel in Europe for Chinese buyers. This arrangement was included the contract of buying treatment plant from Goodtech. I wrote technical specifications and handled marketing.



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- **My own store** where I sold handicraft for several producers and I also had a café there for two summer periods.
- **Receptionist and Secretary for Chips Abp.**
I handled telephone exchange for 200-300 staff, cash, correspondence, invoicing and more.
- Earlier I worked as a **Receptionist** and **Medical Secretary**, **Swimming teacher** summertime and before that I also worked at a factory.

NETWORKS AND ASSIGNMENTS

- Member of the Board in Cainby, 6 years (ongoing)
- Member of the Board in Saltvik Municipality, 4 year (earlier)
- Member of Rotary Mariehamn (international network, ongoing)
- Member in Management Network Close (2018 Stockholm)
- Member of Lunchforum that I started together with people interested in Marketing- and Sale from different business areas (currently 17 members)
- LinkedIn, professional network

TALENTS

- Technical Sales
- Communication, oral and written
- Interested in Design
- Agile way of working

LANGUAGE

Swedish, mother tongue

English, fluent

Scandinavian language (good understanding from living and working 3 years in Norway with a Manager from Denmark)

REFERENCES

Marina Eriksson, Lagtinget, colleague at Åland Post and Cainby, mob. +358400828248

Katri Berryane, Cainby, colleague at Cainby for 10,5 years +358405139805

Sten Borenus, Carus, previous Manager for Cainby, tel. +358405108424

David Wendel, DNV-GL, work relationship, tel. +4790523558

Johanna Borenus, Carus, friend and work relationship, mob. +19544651782

Therese Boman, Optinova, friend since childhood and now next neighbour mob. +358407491212

Please have a look at LinkedIn and don't hesitate to ask for several references.

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