

## Contact

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(LinkedIn)  
[www.eficode.com](https://www.eficode.com) (Company)

## Top Skills

Business Development  
Strategic Partnerships  
GitHub

## Languages

Finnish (Native or Bilingual)  
English (Full Professional)  
Spanish (Full Professional)  
Portuguese (Professional Working)  
Swedish (Limited Working)

## Certifications

GitHub Foundations  
GitHub Sales Professional

## Honors-Awards

IBM Sales Eminence Award

# Miska Braun

Head in the Clouds & powered by Eficode | MBA graduate | "Never follow the beaten path, make your own instead, they said..."  
Amsterdam, North Holland, Netherlands

## Summary

Im father to a 10 year old, I do sports (Ice Hockey) and I enjoy intellectual and fast paced environment. I excel when I have smart and active people around me.

Experienced in global sales, -channel management, -partnerships and most recently working at Eficode to establish even stronger partnership with GitHub, AWS and Google across all Eficode 10 countries.

If you're wondering who should you embark with on a true Software development journey or if you are not sure if you systems, apps and infrastructure are built upon best practices, look no further and reach out to me. I will get you contact with some of the brightest minds in the industry and get your organization going.

I will be also happy to discuss about Sustainability and MegaTrends and how they transform the society around us and how to prepare for the huge shift that is currently happening with this Generative "mathematics" :).

Also do check out [#futureofsoftware](#)

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## Experience

### Eficode

3 years 7 months

#### Cloud Partner Lead

September 2024 - Present (1 year)

Amsterdam, North Holland, Netherlands

Partner with Github, AWS and Google

Find out what we do at Eficode from here <https://www.eficode.com/devops-transformation>

#### Cloud Partner Lead

February 2022 - September 2024 (2 years 8 months)

Helsinki, Uusimaa, Finland

Partner with AWS, Microsoft & Github and Google

Find out more what we do at <https://www.eficode.com/services/cloud>

#### Crayon

7 years 11 months

#### Cloud Transformation Services Lead

September 2018 - February 2022 (3 years 6 months)

Helsinki Area, Finland

Enabling and accelerating Public Cloud adoption

#### Business Development Manager

July 2016 - September 2018 (2 years 3 months)

Helsinki, Southern Finland, Finland

Business Development of new services and solutions to meet client requirements. Management of complete vendor portfolio of services and products.

#### SAM Consultant

April 2014 - July 2016 (2 years 4 months)

Helsinki

Software Asset Management (SAM) services for Crayon enterprise clients. Creation and enablement of IBM SAM processes for Crayon clients - using proper certified methodology.

#### Pedab Finland Oy

Sales and Partner Business Developer

August 2011 - March 2014 (2 years 8 months)

Finland

Business Development and Partner management and -recruitment. Focus on increasing value add through whole channel and offering better services for partners and their clients and enabling and growing distribution business.

#### IBM

Software Sales Specialist

June 2010 - August 2011 (1 year 3 months)

## Ireland

Direct and Indirect sales for multinational clients. Forecasting and territory planning along with local sales teams and channel partners. Completed IBM Global Sales School along with IBM product specific trainings. Licensing and contract negotiation with client CxO level.

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## Education

### Lapland University of Applied Sciences

Master of Business Administration - MBA, International Business Management · (August 2020 - April 2022)

### Taitotalo

Qualification in IT - Public Cloud (Datanomi), Computer Science · (2019 - 2020)

### Technological University Dublin

Bachelor of Arts - BA, International Business · (August 2006 - June 2010)

### Universidad Argentina de la Empresa

Exchange studies, Faculty of Business · (2008 - 2009)

### HUYK

Undergraduate (Ylioppilas) · (2005)