

# Jani Hietalahti

SALES PROFESSIONAL · HELSINKI

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## PROFILE

Commission-based salesperson who leads with numbers: ranked **35/200** of Telia's 200 salespeople, three months straight, earning ~**€4,000/month**. I sell over the phone, face to face, in B2B and customer service – listening first and justifying value in the customer's own words. Target: **€6,000–9,000/month**.

## KEY RESULTS

- Ranked **35/200** of Telia's salespeople – **3 months straight**, earning ~**€4,000/month** on commission.
- Versatile sales work: **B2B**, inbound customer service, **F2F** sales at stands and outbound cold calls.
- **€80,000** with the sales team in **12 days** – **214%** of target, **40%** of the course budget.
- Led a sales team of **6–10** – best result of five units.
- Built automation for logging and address lookup – features missing from the systems.

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## EXPERIENCE

### Telia – Commission-based Sales

2026 · APPROX. 6 MONTHS · TELESALLES, F2F & B2B

Sold subscriptions, home broadband, TV services and F-Secure security; did versatile sales work: B2B, inbound customer service, F2F sales at stands and outbound cold calls. Commission is based on an efficiency coefficient: once it reaches 1.0, performance-based bonuses unlock. €17/h + commission, approx. €4,000/month, ranked 35/200. Telia was continuing my contract, but a hiring freeze across the entire sales organisation cut the continuation short. Built automation for logging and address lookup.

### RUK / Coastal Brigade, Dragsvik – Sales Team Lead

2025 · COASTAL BRIGADE, DRAGSVIK (SWEDISH-SPEAKING BRIGADE)

Commissioned as second lieutenant with strong grades. Led the course's announcement-sales team (6–10): €80,000 / 12 days, 214% of target, 40% of the course budget, best result of five units.

### Arkadian Yhteislyseo – Matriculation

2022–2024

High school completed in two years – first two-year completion in the school's 100+ year history. Average approx. E.

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## SKILLS

Telesales · F2F sales · Digital sales · B2B · Commission sales · Zoho CRM · Team leadership · Self-management · Python · Automation · AI (3+ years) · Websites

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## LANGUAGES

Finnish – native English B2–C1 Swedish B1–B2 Japanese A1–A2