

Hartti Suomela

TECHNOLOGY ECOSYSTEMS · PARTNERSHIPS · PROGRAMS

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Profile

Technology ecosystem and partnerships leader with 15 years building founder-facing market-entry, venture, and accelerator programs, preceded by a decade in developer relations, partner products, and software research at Nokia. Builds durable relationships across founders, investors, developers, enterprises, and public-sector partners, then turns them into practical programs and measurable outcomes. A software background and active work with modern data and AI tools provide credible footing with technical teams.

80+	3×	100%+
companies supported annually	growth in VC introductions	developer-community growth

Experience

Senior Business Advisor

Consulate General of Finland to Los Angeles · Palo Alto, CA · 2026-present

- Advise Finnish technology and startup companies on U.S. market entry, partnerships, and funding, drawing on a network built over two decades in Silicon Valley.

Senior Advisor · ICT Team Lead

Business Finland · Palo Alto, CA · 2021-2025

- Led Team Finland's North America digital industry team and supported more than 80 Finnish growth companies annually in establishing or expanding their U.S. presence.
- Tripled introductions between U.S. venture capitalists and Finnish startups, creating new founder-investor conversations and funding opportunities.
- Co-organized the Nordic TINC accelerator and led seven maritime-technology delegations connecting companies with U.S. ports around digital and green transition.

Senior Advisor · Trade Office Manager

Business Finland · Sydney, Australia · 2019-2021

- Established Business Finland's Sydney office, including incorporation, immigration, payroll, facilities, service design, and partner-network development.
- Helped 20+ Finnish companies win business in Australia and New Zealand during the pandemic; supported a shipyard engagement representing approximately 3,500 person-years of Finnish employment.

Senior Advisor · ICT Team Lead

Business Finland and Finpro · Palo Alto, CA · 2014-2019

- Built Nordic Innovation House in Palo Alto as a founding board member, giving Nordic startups structured access to Silicon Valley investors, corporates, and media.
- Led the Nordic SXSW program in 2016-2017, including fundraising, company recruitment, event production, and marketing; spoke at SXSW and supported Nordic programs at CES and Health 2.0.

Senior Consultant · Senior Project Manager

Finpro · Santa Clara and Palo Alto, CA · 2011-2014

- Ran five U.S. market-entry cohorts for 43 companies, preparing founders for customer, partner, and investor conversations, with follow-on Silicon Valley incubation for top performers.

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DEVELOPER RELATIONS · PRODUCT PARTNERSHIPS · TECHNICAL PROGRAMS

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Developer relations and technical experience

Senior Developer Relations Manager

Nokia Developer Support · Mountain View, CA · 2006-2008

- Grew Forum Nokia's global online developer community more than 100% in 18 months across forums, wikis, and support channels.
- Led the developer-community website renewal and the transition of its forums and developer wiki; ran engagement work for the Community Champions program.
- Delivered developer evangelism presentations across the Americas, including JavaOne 2007, and provided technical support for JavaME and Flash Lite developers.

Senior Product Manager · Partner Applications and Senior Developer Relations Manager

Nokia and Icon Information Consultants · Mountain View and Sunnyvale, CA · 2009-2011

- Worked with large partners including Facebook and Amazon to create 10 home-screen integrations for MeeGo devices and guided third-party interaction and graphic design.
- Scouted, selected, and enabled premium entertainment and lifestyle application developers building on Nokia platforms.

Contract Software Developer

BetterDoctor · Mountain View, CA · 2011

- Built the startup's first iOS application prototype with HTML5, JavaScript, CSS, and Sencha Touch; the prototype helped the company raise its first institutional round.

Software Research and Technology Partnerships

Nokia Research Center · Helsinki and Mountain View · 1995-2005

- Managed Nokia's participation in Stanford's Media X research network, supported U.S. university relations and technology scouting, and contributed to mobile media and software research.
- Earlier work included development of mobile services and the global nokia.com website; master's thesis work implemented mobile push technology in Java.

Selected projects and leadership

- **UltimateStats:** Built and maintained a national-team statistics database since 1997; now modernizing the platform and preserving historical tournament sources through automated data pipelines.
- **Nordic and industry leadership:** Board member, Nordic Innovation House (2014-2019); board member and European standards committee lead, Wireless Advertising Association / Mobile Marketing Association (2001-2003).
- **Public communication:** Longtime technology writer and former Digitoday.fi Silicon Valley columnist; public speaker at developer, startup, and industry events.

Education and capabilities

M.S., Engineering Physics - Helsinki University of Technology · Majors: Strategy and International Business; Software Technology

Additional education: Google Project Management Certificate; Machine Learning and Data Mining; Social Network Analysis; graduate studies in usability and multimodal interfaces.

Capabilities: Program and project management · Partnerships · Business development · International market entry · Developer relations · Public speaking · Event production · Swift and SwiftUI · APIs · Docker · SQL · MongoDB · Neo4J · AI and LLM tools

Languages: Finnish (native) · English (excellent) · Swedish, Spanish, and German (working proficiency)