

Kari Kulojärvi

Kari Kulojärvi is a senior executive and experienced leader. He currently serves as Partner for McKinsey & Company in Finland and the Baltics where he is serving both large corporate clients as well fast growth companies. Before joining McKinsey, Kari spent four years in the U.S.A. holding various executive roles at Microsoft.

Helsinki, Finland



www.linkedin.com/in/karikulojarvi



Prior to his tenure at Microsoft, Kari held several executive roles in R&D, product management and operations at Nokia. He was instrumental in major business restructuring efforts and managed large global organizations.

Kari's extensive experience in business management, client development, R&D and operations, combined with his leadership in managing large-scale projects and global teams, underscores his expertise and ability to manage business challenges.

Born in 1970, Finland

EDUCATION

- Master of Science in Engineering, Helsinki University of Technology, Finland
- Several leadership and business management courses

PUBLICATIONS

- Several international publications and conference presentations

AWARDS

- Best Paper Award, European Microelectronics Conference, 1995
- Nokia Mobile Phones Fellow

PROFESSIONAL EXPERIENCE

November 2020 – present, Helsinki, Finland

Partner and Managing Partner, McKinsey & Company, Finland, and the Baltics (Managing Partner July 2022 – August 2024, rotational role)

Key Accomplishments and Responsibilities

Heading McKinsey & Company in Finland and the Baltics (CEO equivalent role). Driving growth by serving some of the leading corporations in the region. Successful client work also resulted in significant revenue growth for McKinsey in Finland (75MEUR in 2022, 89MEUR in 2023).

As a partner at McKinsey Kari is responsible for client development, client relationship management, project delivery as well as internal responsibilities over people and talent development. Core client work cover topics such as 1) growth strategies, 2) corporate transformations, 3) procurement, 4) equity story for fund raising, 5) due diligence projects, 6) customer and consumer segmentation including portfolio strategy.

January 2019 – May 2020, Redmond, U.S.A.

General Manager, Program and Business Management, Azure Networking, Microsoft

Key Accomplishments and Responsibilities

Part of the extended leadership for Azure. Responsible for Microsoft's network infrastructure (planning, strategy, investments, COGS, CAPEX, demand forecasting, business model) ensuring Microsoft's cloud services, including its customers, can run smoothly without any capacity constraints. The annual CAPEX spend for the network infra was in the range of 1,5BUSD. In addition, business, and product management for domain name service (DNS) product portfolio, DDoS service, IPv4 acquisition and Microsoft networking business in China.

December 2017 – December 2018, Redmond, U.S.A.

General Manager, Datacenter and Network Infrastructure Planning, Azure Microsoft

Key Accomplishments and Responsibilities

Responsible for planning Microsoft's global datacenter infrastructure and capacity expansion. Accountable for ensuring global datacenter capacity is in place to meet customer growth. Also accountable for creating infrastructure plans for Azure's regional expansion. Annual CAPEX spend in the range of 3BUSD.

July 2016 – November 2017, Redmond, U.S.A.

General Manager, New Product Introduction, Manufacturing and Supply Chain, Microsoft

Key Accomplishments and Responsibilities

Successfully launched worldwide Xbox One S, Xbox One X, Surface Hub and more. Worked also on HoloLens and Microsoft Duo.

2014 – June 2016, Espoo, Finland

General Manager, Phones Supply Chain Management, Microsoft

Key Accomplishments and Responsibilities

End to end responsibility for phones supply chain at Microsoft including Lumia smartphones and Nokia feature phones. In addition, also responsible for phones quality. Accountable for phones cost of sales, availability and quality. Also responsible for key phones related partnerships like Qualcomm.

2012 – 2014, Espoo, Finland

Senior Vice President, Smart Devices Supply Chain, Nokia

Key Accomplishments and Responsibilities

End to end responsibility for smart devices supply chain at Nokia. Accountable for phones cost of sales, availability and outgoing quality. Also responsible for key partnerships like Qualcomm. Annual COGS value in a level of 3-4 billion Euros. Managed a global team of 1000+ indirect and 5000+ direct employees including several factories worldwide. Key accomplishments include a major business restructuring and redesign of supply chain for smartphones to enable 200M+ EUR annual operative cost savings. In addition, part of the leadership team ramping up a new Lumia windows phone business line. Managed several key partnerships from ODM partners (Compal) to chipset and other key vendor partners (Qualcomm, Samsung).

2011 – 2012, Espoo, Finland

Vice President, Smart Devices Sourcing, Nokia

Key Accomplishments and Responsibilities

Responsible for smart devices sourcing at Nokia. Annual sourcing value in a level of 4-5 billion euros. Achieved significant cost savings and established new partnerships enabling launch of Lumia windows phone business line launch. Managed supplier transition from Symbian to Windows Phone.

Other Roles

2010 – 2011

Head of Symbian Smartphones Sourcing, Nokia

2009 – 2010

Head of Product Line, Nokia

2007 – 2009

Vice President, Product Technologies, Nokia

2005 – 2007

Director, Mechanical Platform, Nokia

2004 – 2005

Director, Common Product Technologies,
Nokia

2003 – 2004

Nokia Mobile Phones Fellow, Nokia

1998 – 2003

Different managerial positions in Research and Development, Nokia
1994 – 1998
Project Manager, Helsinki University of Technology

INTERESTS

Golf, reading, running

LANGUAGES

Finnish, English, some German and Swedish

MILITARY SERVICE

Second Lieutenant in Reserve