



# ELMO PUIDET



Partner and Senior Consultant

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## EDUCATION

**1986-1992** Tallinn Technical University,  
Electrical Engineering

**1994-1997** Tallinn Technical University,  
Business Administration MBA studies  
(unfinished)

## WORK EXPERIENCE

**2008-...** BDA Consulting OÜ, partner and senior consultant

**2005-2007** Noman Konsultatsioonid OÜ, partner and consultant

**1999-2005** PW Partners AS, consultant

**2003-2004** Scanforest AS, member of the board

**1998-1999** Galantex 2000 AS, marketing director

**1994-1998** Foreksbank AS investment consultant and Foreks Securities' managing director

## KEY COMPETENCIES

- business model analysis and development (training and consulting)
- planning and managing strategy processes
- creating business plans
- training entrepreneurs, managers and teams, coaching and mentorship

## EXAMPLES OF PROJECTS

**2016** Business-Mentoring Program for start-up entrepreneurs, a certified coach (Enterprise Estonia)

**2016** Consulting in the making of a development plan for Püüksi School

**2016** Valga County Vocational Training Centre's development plan

**2015** Diagnostics service expert in the area of business strategy (Enterprise Estonia)

**2015** Regional days of Entrepreneurship in each county, a moderator (Enterprise Estonia)

**2015 – 2016** different strategy seminars and team training for various companies

**2014 - 2016** Enterprise Estonia's training for start-up entrepreneurs, leading trainer (including the follow-up events).

**2013-2014** Coaching of Danske Bank Eesti branch managers and teams

**2013-2014** „TSU School Entrepreneurship“ (Georgia) expert and trainer

**2010-2014** Incubator Tallinn's trainings for start-ups

**2014** Consulting Sillamäes Vocational Training Centre's development plan

**2012-2013, 2015** Töötukassa mentoring clubs for start-up companies, mentor and a trainer

**2013** SEB business model development trainings

**2013** Consulting the development plans of local municipalities

**2013** Moderating of workshops regarding the development plan of information society

**2013** Ida-Virumaa Vocational Education Centre