

Teppo Heiskanen

CV



Profile

I am a higher education advancement professional with a proven track record in fundraising, alumni relations, and corporate partnerships. I have specific experience in organizing these into effective operations in the Nordic context and expanding from domestic to international markets.

I value the significance of modern communications, marketing, and branding as an integral part of all my work.

My previous experience in international governmental cooperation has given me tools to navigate in complex situations with multiple stakeholders. I have managed teams of various sizes, also multicultural ones.

Creativity and an entrepreneurial mindset are key drivers in my work, be it as an independent consultant through my own company, or as an employee in a larger organization. Participating in transformational processes of change brings forth the best in me.

Contact

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Work Experience

01/2025 -

Chalmers University of Technology, Sweden

Director for Advancement

I have recently started as Director for Advancement for the Chalmers Group, working to support the Chalmers vision of becoming a world-class technical university with a wide and growing donor base.

01/2016 – 12/2024

Aalto University, Finland

Director, Advancement and Corporate Engagement (since 08/2017), previously Fundraising Director

I lead Aalto University's fundraising and corporate partnerships, as well as our alumni relations, career services for students, and CRM development. I am a member of the President's Management Team and supervisor of a unit of 40 employees and an annual budget of 3 M€. I started out at Aalto as Fundraising Director before the present unit of Advancement and Corporate Engagement was established.

Key achievements

- 80 M€ raised in new donations since 2016
- 30 M€ in governmental matching funding since 2016
- 10-15 M€ in corporate income annually
- Groundbreaking single donation of 10,5 M€ for the establishment of the Aalto Bioinnovation Center
- Successful long-term partnerships with major companies, e.g. 10-year/10 M€ agreement with Saab
- Launching a state-of-art online giving platform and a series of social media campaigns
- Facilitating a bottom-up alumni networking culture
- Reorganization the various advancement functions into one unit, the establishment of a single CRM system for the entire University, and the development of due diligence procedures for partnerships

08/2011 – 12/2015

Adplus Ltd /Adplus Consulting, Finland

Owner and Head Consultant

My company provided fundraising and development services for higher education and international project management services.

Key achievements

- Supporting the University of Helsinki to secure one of its first U.S. donations

08/2003 – 07/2011

Nordic Council of Ministers, Denmark and Lithuania

European Humanities University Trust Fund Manager (03/2009 – 08/2003), Director of the NCM Office in Lithuania (08/2003 – 02/2009)

I started out at the Nordic Council of Ministers, the governmental cooperation organization of the five Nordic countries, as Director of its diplomatic representation in Vilnius, managing Nordic-Lithuanian contacts on the governmental level, contacts with media and NGOs, and leading an office of 11 local employees. As the European Humanities University in Belarus was forced into exile to Lithuania for political reasons, I was entrusted in supporting its relocation and securing its funding. This led to the new position of the EHU Trust Fund Manager, which I took over, working from the NCM Secretary-General's Office in Copenhagen.

Key achievements

- Coordinating the transfer of the European Humanities University from Minsk to Vilnius with the Lithuanian Ministries of Foreign Affairs and Education, and the establishment of the EHU's Governing Board with the different stakeholders
- Establishment of the EHU Trust Fund and securing the university's funding from the EU (RELEX, EuropeAid), USA (USAID and private donors such as the MacArthur Foundation), and various European governmental agencies (e.g. Sida)
- Inclusion of Lithuania into the NORDPLUS educational program and the development of various other Nordic-Lithuanian educational, cultural, and social programs

8/2001 – 7/2003

University of Helsinki, Finland

Head of Administration, Faculty of Theology

I was in charge of the administration and finances of the Faculty (with an office of 10 employees), including the preparation and legal processes of employment of academic staff, as well as general policy issues of the Faculty, and acting as the secretary for the Faculty Council.

Key achievements

- Securing the finances of the Faculty at a time of heavy budget cuts
- Being an advocate of a more modern working culture into university administration

8/2000 – 4/2001

Mimedia Ltd (internet and new media company), Finland

Chief Executive Officer

I took a break from my work at the University of Helsinki to enhance my IT and media skills, leading a small company specializing in web design and databases and providing services for institutes of higher education and SMEs. The company later closed its operations and the brand name was sold to the United States.

Key achievements

- Providing a business plan, structure, and continuity for a startup

11/1995 – 8/2000

University of Helsinki, Finland

International Affairs Officer, Faculty of Theology (partially also working on University-wide projects)

I was a part of the strong period of internationalization at the University of Helsinki, working with student and teacher exchange issues, supporting international research funding applications, processing the admission of international students, and development English-language programs.

Key achievements

- Involved in introducing the ECTS system in the University of Helsinki
- Building a systematic internationalization approach for the Faculty of Theology
- Coordinating the Nordic-Baltic network of theological faculties

2/1992 – 5/1994

Student Union of the University of Helsinki, Finland

Secretary for International Affairs

My international career started in this full-time position, giving insight international student cooperation and working in politically steered organization.

Key achievements

- First representative of Finland in the board of the Erasmus Student Network
- Launching a development project in India with other Finnish student unions

1983 – 1994

Various employers

Freelance journalist for periodicals and radio, freelance writing for an advertising agency

Education

2014 – 2016

Studies in business administration, marketing, and accounting at HAMK University of Applied Sciences, Finland

1994 – 1995

Studies in sociology and politics at the Hebrew University of Jerusalem, Israel

25 October 1993

Master of Theology degree, University of Helsinki, Finland

1985 – 1993

Religious studies and social sciences at the University of Helsinki (BA and MA levels)

9 November 1982

Finnish high school matriculation examination, Mäkelänrinteen lukio, Helsinki, Finland

Languages

Finnish (native), English (fluent), Swedish (fluent, also a good understanding of Danish and Norwegian), French (intermediate), Hebrew (intermediate), Lithuanian (intermediate), Spanish (basic)

Publications

The Tricentennial: Can a Divided Nation Reunite in 2076 – A political thriller available as e-book and in paperback at amazon.com, 2024

"Just tell us how much you want": *Rethinking donor relationships in a Nordic context* – in Journal of Education Advancement & Marketing, vol. 5, no. 2, autumn 2020

Six guidebooks (Copenhagen, Israel, Lithuania, Egypt, Portugal, Turkey) in Finnish, partially with other authors, published by *Suomalainen Matkaopas – Finnish Guidebooks*

Jerusalem – translation and editing of a collection of Yehuda Amichai's poems from Hebrew to Finnish, published by Nihil Interit, Tampere, 1999

Freelance-based articles in several Finnish periodicals, scripts for television documentaries

Positions of Trust and Awards

2021-

Chair of the CASE (Council for Advancement and Support for Education) Northern Europe District Cabinet; speaker in various CASE conferences

2021

Order of the Lion of Finland Knight First Class awarded by the President of the Republic of Finland

2009

Order of the Merit for Lithuania awarded by the President of the Republic of Lithuania

1993-1994

Representative of Finland on the International Board of the Erasmus Student Network

Hobbies and Interests

Boating, scuba diving, crime fiction and television series, cooking, wines, Korean language and culture