

**Martins TIKNUSS – Gateway & Partners MANAGING PARTNER, Export trainer and project strategic consultant**



Martins Tiknuss is Managing Partner of Gateway & Partners, responsible of strategic development as well as operational daily performance of the consulting company. Martins speaks fluent Latvian, English and Russian.

Martins has vast experience in international business with particular focus on metalworking, construction and building materials fields. On the daily basis Martins is working with companies and institutions all over Europe, suggesting the best export strategies, focus and following action steps.

Martins is excellent sales person, and he supports companies in their local and export development, and provides insights in the export development. Martins often presents and educates about export related topics across the Europe, i.e. Martins has presented in the export forum in Moldova in 2015 and in 2016. Also Martins is a member of Export Council under Latvian Chamber of Commerce helping companies with governmental support for their export sales expansion.

Martins holds the Master of Business Administration degree from the Riga Business School. He is interested in cars and drifts, as well as active relaxation on the water.

Example of the projects that Martins has been a part of:

Year	Customer	Value of assignment	Assignment
2016 Nov – 2017 Jan	Ministry of Economy (Latvia)  Governmental institution	Above 20 000 EUR	Research of “Evaluation of administrative burden in Latvia in 2016”, which included 740 interviews done in less than 2 months, analysis of the interviews, suggestions provided, as well as recommendation for the changes in the legislation. Martins was strategic consultant of the research.
2016 Oct – 2017 Mar	The Red Jackets, Mentorū Klubs (Latvia)	20 000 EUR	“Export Springboard”, export training and mentoring for the new want-to-be-exporters. In the program there were included 3 training seminars as well as individual mentorship for 6 months to support export development in the practical daily activities. There were 15 highly ambitious to grow in export market participants that had overall export theory, and then individual export training mentorship, based on their training needs. Martins was a trainer of seminar and mentor to one of the participants.
2012, 2013, 2014	Ventspils High Technology Incubator (Latvia)	24 000 EUR	“Export Academy” is a five day hands on seminar A to Z about export (see more information below about proposed structure of “Export Academy”). Participants profile included managers, board members, business development managers, export managers and project managers. During the seminar participants learned about different export steps through expert presentations, workshops and case analysis. While the lectures were more theoretical, it was followed by the practical part involving individual interaction with the participant and thus providing needs assessments for private firms. In addition, after each of the lecture there were also practical home works to apply the taught techniques in the practice, in their everyday work. Martins was a trainer of Export Academy.
2012 - present	Partners: Versli Lietuva (2012-2015), DHL (2013-2014), 2016 – present Lithuanian Business Confederation	n/a	Export Morning organization in Lithuania (see below more information on Export Mornings). During the years 2014 to 2016 there were 8 events organized in total with 200 participants and events held in 2 languages. Martins has been the main organizer and initiator of the seminar cycle, organizing partnerships, inviting presenters as well as presenting and monitoring of the event.
2014	MIEPO, World Bank (Moldova)  Governmental institution	84 683 EUR	Moldova Export Strategy and Action Plan development – research, analysis and strategic planning involving discussions with stakeholders and international donor organizations. During the research Export Strategy Development of MIEPO was created, based on the analysis of the export data, interviews with companies, state organizations, associations and donor organizations, as well as current exporter assessment through questionnaire was done. Martins was a strategic consultant of the research.
2015	Stratega	56 396 EUR	Organization and lead of focus groups in Latvia and Estonia.

	(Poland)  Consulting company		Recruitment was done for more than 700 participants across 2 countries and organizing focus groups of 4-8 people to answers computer assisted personal interviewing questions which were held for 3-4 hours. Martins was responsible for strategic overview of the project and communication with the client.
2016 Oct	Business People Association (Moldova)	1 000 EUR	Export master class presentation related to export development and trade facilitation were held as a part of Business Week Moldova. There were around 200 listeners. Martins was presenter and trainer of export master class.
2015 Oct	MIEPO (Moldova)	1 000 EUR	Export master class presentation related to export development and trade facilitation were held as a part of Business Week Moldova. Martins was presenter and trainer of export master class.
2015 Sep	Chamber of Commerce (Ukraine)	800 EUR	Export master class was organized by Chamber of Commerce to support their local producers in export trade facilitation. Martins was presenter and trainer of export master class.
2017	Fintra (Finland)  Consulting company	5 125 EUR	Market research and partner search in 10 European countries, which included understanding of the legislative framework, and its evolutions regarding illegal employment. To identify the priority markets for the working-time tracking in the construction companies. The work included desk research as well as in interviews with the relevant institutions. Martins was strategic consultant of the research.
2016	Omniva (Estonia)  International post and logistics company, also providing e-invoicing services	5 125 EUR	The client was interested to better understand e-invoice market penetration in Latvia and Lithuania in order to create a more targeted offer to their prospective clients. About 300 companies were selected in each country as possible respondents of interviews, representing various industries and company sizes to represent the sample of general country situation. The companies were contacted by phone, and interviews were conducted with Head of Accounting or Director of Finance, where each interview about 8-10 minutes long. Thus overall during the project there were 93 B2B interviews in Latvia and 91 in Lithuania completed answering the questions asked. All interview results were provided as well as a visual summary of analysis were prepared. The analysis was also presented to the client's Board members in person. Martins was strategic consultant and presenter of the research to the client.
2015	M-brain (Finland)  Consulting company	12 150 EUR	Tyre market research in Netherlands, Belgium and Spain, were total of 29 interviews were carried out with the wholesalers, retailers, manufacturers and dealers. During the interviews following aspects on the current market situation, future prospects, best-known products, market players, buying criteria and product distribution within the market. Martins was a strategic consultant of the research.
2015	Isepankur (Estonia)	18 700 EUR	Analysis of the consumer credit market in 11 countries all over the Europe, where the research included: Market data collection from secondary sources and interviews with experts and institutions to obtain details and perspectives on the respective data. Martins was a strategic consultant of the research.
2015	Latvian Food	150 000 EUR	Organization of trade missions to 10 countries for Latvian food

	Quality Cluster (Latvia) Association		producers. Each trade mission included 3 to 5 participants, business meetings and study visit. Martins was strategic consultant of the research.
2014	Turkish Kitchenware cluster (Turkey) Association	5 000 EUR	Market research about kitchenware industry and developments in Nordic countries: Sweden, Finland, Denmark and Norway. Martins was a strategic consultant of the research.
2014	Latvian Investment and Development Agency (Latvia)	Ca 18 000 EUR	Market research works to research business support instruments from health care industry, green industry and ITC sector in 5 countries: Latvia, Lithuania, Estonia, Czech Republic and Poland. Martins acted as a strategic consultant responsible of project quality done according to expectations. Martins was a strategic consultant of the research.
09/2013 - 05/2014	Enterprise Estonia (Estonia)	n/a	7 Export Seminary Cycles introducing companies to specific sectors in specific markets. Speakers were both Gateway&Partners representatives and industry experts. Seminar cycle included following topics: Denmark, Home and Interior design; Benelux countries, ICT; Norway, Construction; Sweden, Food; Germany, Metalworking; France, Wood construction; and UK, Clothing and Textile. Each of the seminars gathered between 30-50 listeners. Martins was a project organizer and presenter and expert of Swedish food market.
2014	Tenapors (Latvia)	2 500 EUR	Individual export training sessions were organized for the company to support their faster export development. The training program included the understanding of the company's need assessment, then development of the training program, as well as delivering the training in export promotion, based on the company's vision and aims. Martins was an individual export trainer for the company.

## WORK EXPERIENCE

### 2009 – present Gateway&Partners, SIA „GatewayBaltic”, CEO and Partner

Consulting. Export intelligence™ and market intelligence services provider.

Specialization: sales, Export Intelligence™ and market intelligence services, consulting, export communication, market research, company's and industry's strategy and development, project management, wide industry and geographical knowledge

Strategy: Company's strategy development, monitoring and control, lead of strategic meetings, HR strategy execution, team organization

Export and sales: sales process organization, sales meetings, sales calls, contract creation and organization, B2B sales for Gateway&Partners in domestic and international markets; daily communication with companies from various industries.

Project coordination: project management more than 10 projects at the time, work with full time employees as well as freelancers, international team organization, cross-border client management, meeting client expectations, quality management

Presenting: Presentation and education to different audiences in various countries about export, mentoring, sales and leadership

Market intelligence: Overview of various researches and studies, including market sizing, finance analysis, competitor profiling, market entry, store checks, strategic advising, interviewing, etc. Geography: Baltics, Scandinavia, Eastern Europe, Western Europe, Russia and USA, Canada, and others Industries: from food, to logistics, e-signature, woodworking to fishing industries, metal-working industry

<b>2007 - 2009</b>	<b>JSC "Latvian Bridges ", Senior Sales manager</b> Construction company. Responsible of sales of steel structures. Sales manager – potential client selection, communication, and client relationship building. Sales to English speaking countries, as well as to Scandinavia.
<b>2006 - 2007</b>	<b>Ltd “TTS-AVIO”, Sales manager</b> Metalworking, construction company. Responsible of sales of metalworking. Sales manager – potential client selection, communication, and client relationship building. Sales to English speaking countries, as well as to Scandinavia
<b>2005 - 2006</b>	<b>JSC “Dambis”, Project development and technical director</b> Electrical equipment, metalworking industry. Responsible for project development, as well as its quality as technical director.
<b>2004 - 2006</b>	<b>Latvian Investment and Development Agency, Senior consultant in Euro Info Center</b> Governmental institution, department of export development. Consulting local companies for the available EU support and funding
<b>EDUCATION</b>	
<b>2007 – 2013</b>	<b>Riga Business School of Riga Technical University, MBA, Latvia</b> Master of Business Administration (MBA) degree in Economics and Business management
<b>2001 – 2005</b>	<b>Latvian University, Latvia</b> Bachelor degree in Economics and Business Administration
<b>1999 - 2000</b>	<b>Jamesville Dewitt high school, USA</b> Studies in USA Secondary school in New York state in USA. Living in local family for a year. Gained independence, adaption to new cultures, openness to multicultural society.
<b>LANGUAGES</b>	Latvian – native, English – fluent, Russian – fluent
<b>INTERESTS</b>	Speed and cars, development, consulting and traveling