

ATTE ELIEL NÄRHI

Education

01-05/2026 **NEW JERSEY CITY UNIVERSITY** **New Jersey, USA**
Master of science in business information systems. One semester as exchange student. Studying computer and network security, risk management and governance through intrusion detection and prevention systems. **Specialization on Wi-Fi security, GDPR-compliant design and policy enforcement.**

2025-present **METROPOLIA UNIVERSITY OF APPLIED SCIENCES** **Helsinki, Finland**
Master of engineering in business informatics. International degree with focus on **digital business transformation, data science**, business modeling and research methods. Masters thesis as a cornerstone.

2019-2022 **Bachelor of engineering in electronics.** International studies major in power electronics and specialized in radio technology and product development. Advanced on measurements, microcontrollers, C programming, antennas and test automation.

Experience **AGORA LEGAL** **Helsinki, Finland**
2025-present **Consultant (SDR)**
Sales execution for an early-stage legal tech startup. Booked 61 intro meetings in three months with CEOs. Owned new customer acquisition by managing CRM (Pipedrive), outbound prospecting, cold calling and attending industry events. Exceeded monthly KPIs.

Master's thesis

Topic: US Go-To-Market strategy with IT outline for customer centric legal matching platform. Building GTM strategy based on own market research (interviews) and creating IT outline (**digital strategy**), including security, internal AI tools, data management and policies.

2022-2025 **COZIFY** **Espoo, Finland**
Hardware engineer
Deployed solutions and validated systems for agile IoT scale-up. Familiar with frontend (UI), backend, IoT gateway, cloud and third party devices/services.

Bachelor's thesis

Improved business critical radio performance, over three times. Free space range was improved from 50 m to +160 m, by increasing the receiver sensitivity and tuning the antenna. Including EMC chamber radiation pattern measurements.

EU funded research project

Brought clarity and direction to ambiguous research project. Design, hands on delivery and testing of technical capabilities for geothermal heat pump remote management. The proof of concept was successful. Delivering Fingrid FCR compliant 400 VAC systems with Modbus (RTU) integration and power consumption monitoring to four sites.

Scrum master

Owned shipping software and interfacing with customer. In a five month period launched dozens of improvements and features. Increased customer engagement and billable work. Translating customer needs into tech teams and leading the deployment and customer communication. **Took ownership and created momentum by managing Jira, deliverables and daily communication.**

Project Vibe coded and deployed full stack web system to AWS and analyzed cloud costs. The systems followed GDPR compliant design and was built with admin functionality and rule based IDPS. The purpose is to simplify finding houses by using natural language. The system had Ai chatbot with data analyst capabilities and access to Finnish housing market data. Used Cursor.

Personal Values continuous learning, in 2024 joined year-long rhetoric and communications program with one-on-one coaching, in 2025 attended Linux shell and C fundamentals four-week intensive crash course at the coding school Hive. Additionally studied 35 ECTS credits of marketing in open universities. Curious and continually pushing myself to new challenges in 2025 finished first marathon in 3:38. Former water polo player and current surfer and enjoyer of philosophy.