



Finopol was established in Finland by Lucyna Huhti. The core business of Finopol is to provide high quality consulting services for Finnish companies and establish successful cooperation between the Finnish and Polish market, fulfil expectations concerning giving information about the Polish market.

Poland attracts foreign partners with its sizeable market of over 38 million inhabitants, stable and fast economic growth, and well-motivated, relatively inexpensive labour force, open to international development and business contacts. Additionally, the uniformity of the market and accession to the structures of the European Union creates new possibilities of cooperation.

Finopol offers a variety of services specified to each client with focus on:

- Consultation concerning the Polish market
- Market study of different sectors of the economy
- Effective segmentation and targeting of the potential customers
- Mediation in Finnish-Polish contacts
- Organising of meetings and travelling to Poland
- Mediation during business negotiations

Lucyna Huhti has an extensive knowledge of the Polish business market. Lucyna Huhti completed Business and Economics Studies at the Higher School of Economics in Warsaw. Her professional experience includes over 9 years of management in the field of customer service and logistics.

Lucyna Huhti came to Joensuu in 2002. In 2005 she graduated from University of Joensuu completing studies in Human Geography at the Department of Social Sciences. The Master's Thesis dealt with cross-border cooperation in the Euroregion BUG (Poland, Ukraine, and Belarus). After studies she decided to make use of her experience gained in Poland and current presence in Finland to create her own consulting company – Finopol.

She speaks Polish (mother tongue), English, French, Russian, and is constantly working to improve her skills in Finnish. The knowledge of Polish language as well as Polish reality and business culture is a significant factor for recognizing the market and to create successful cooperation.

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