



Saves Your Energy

## Background Ensto Group

Ensto was established in 1958 by Ensio Miettinen, a young Finnish engineer who dreamed of having a company of his own in his hometown of Porvoo, Finland. Ensto is a family business and international Cleantech company specializing in the development manufacture and marketing of electrical systems and supplies for the distribution of electrical power as well as electrical applications.

People in Ensto are committed to lasting sustainable development and thier goal is to be the world's leading company in green energy efficiency and distribution. Ensto's products are environmentally friendly and leave a minimum carbon footprint. Through recycling and efficient use of resources they help to reduce the degradation of our planet and make the world a more comfortable and healthier place to live.

Today Ensto is an international company with manufacturing facilities in seven different countries and local presence in 20 countries. Ensto's turnover in 2013 was 258 million euros and the company employs 1670 people in Europe and Asia. While Ensto is no longer the small, hometown company it was in 1958, it is still family-owned by Ensio Miettinen's family through EM Group Oy. As a family business, Ensto builds it's business on people, trust and environmental values on a long-term basis. Its customers' real needs lead Ensto's employees to find right solutions to build added value to their business.

## Three business units

Ensto's business is divided into three business areas:

### **Ensto Utility Networks**

Reliable and low loss power distribution solutions in the core of green thinking

### **Ensto Industrial Solutions**

Enclosing systems and industrial components for demanding environments

### **Ensto Building Technology**

Unique expertise and solutions in the field of integrated building technology

## How to become a professional trainer – and enjoy it!

In 2013 there was a need to find a international trainer who could train Ensto's people to train better both own people and customers in order to be able to use Ensto's products and solutions the best possible way.

Teamcon Valmennus / Timo Valvio has conducted four train the trainer – trainings for Ensto Finland Oy with the topic "**How to become a professional trainer – and enjoy it!**". More than 40 people have attended the trainings during 2013 and 2014. The trainings have executed in English with international participants from most countries where Ensto operates.

Timo's training style is down to earth giving examples from business environment as in private life. He is very inspiring and motivating performer with wide experience. The tips to the participants during the training have been useful and easy to adopt in practice.

He has ability to create a positive learning atmosphere during the training sessions, which enable the trainees to concentrate to their own improvement as presenters with full enthusiasm. After the training the participants have been able to implement the training topics when they plan, conduct and do the after support of their own trainings

We can highly recommend Timo Valvio to conduct similar kind of train the trainer trainings.

**Ensto Finland Oy**

Nanna Sundman  
Manager, HCM Development

Riikka Flod  
HCM Specialist