



Saaristo.online | Team & Execution Capability

A cross-functional core team covering strategy, product, technology, operations and delivery, strengthened by advisory expertise in growth, investor readiness and the maritime ecosystem.

Commercial execution is deliberately founder- and country-led at the current stage. Harri leads sales and partnerships in Finland, Henry in Estonia and Eva in Germany, with Ingo supporting technical sales where relevant and Eerikki connecting customer acquisition with onboarding, delivery and customer success. This keeps market learning and key customer relationships close to the leadership team while the commercial model is being validated.



Harri Mesikämnen – Founder & CEO

Vision · Strategy · Capital · Commercial leadership

Connecting vision, markets, partnerships and capital.

20+ years in IT services, digital business and service leadership, with experience spanning product/service development, transformation, business development, customer experience and international delivery.

Founder-led responsibility for overall strategy, product ownership, financing, commercial model, Finnish sales and key partnerships, and ecosystem development.



Ingo-Stefan Schilling – Co-Founder & CTO

Platform · Architecture · Data · Integrations

Connecting technology, data and scalable platforms.

More than two decades in digital and Internet technologies, with experience across technology strategy, cloud and SaaS, application development, cybersecurity, information management and senior product/technology leadership.

Responsible for the technical foundation, architecture and scalability required to connect data, applications, integrations and transaction-enabled ecosystem services.



Eva Sophie Wiesmüller – COO

Operations · Business transformation · Governance · Execution

Connecting strategy with disciplined, scalable execution.

Strategic management background focused on change, digitalisation and business development, complemented by executive-level expertise in transformation, strategic management and organisational development.

Strengthens operating discipline, governance and business processes while leading German commercial development and sales as Saaristo.online moves into repeatable execution and international scale.



Henry Liimal – Chief Product & Digitalisation Officer

Product · Digitalisation · IoT · Maritime ecosystem

Connecting maritime services, physical infrastructure and digital experience.

Entrepreneurial and product-digitalisation background with experience in IoT, digital transformation and the connection of physical environments with digital services.

Bridges customer needs, maritime services and physical infrastructure with scalable digital product concepts and ecosystem development, while supporting commercial development and sales in Estonia.



Eerikki Rutanen – Development Manager | Delivery & Customer Success

Delivery coordination · Customer success · Onboarding

Connecting product delivery with successful customer adoption.

Hands-on responsibility for coordinating Saaristo.online delivery and agile development activities, with growing responsibility for operational customer-facing execution.

Connects development with real-world delivery through coordination, testing, onboarding, customer success and the transition of customers and partners into productive platform use.

Advisory Board



Marko J. Koski – Advisory Board

Growth · Business models · Investor readiness · Partnerships

Connecting startup growth, market opportunity and investor perspective.

Angel-investor and startup-growth background, with extensive experience in business development, partnerships, acceleration and international growth-company development.

Investor perspective, business-model challenge, growth strategy, partnership thinking and commercial-scaling guidance.



Peter Remahl – Advisory Board

Maritime ecosystem · Harbour networks · Regional partnerships · Boating

Connecting with real boating communities, harbours and coastal networks.

Long-standing involvement in Finnish boating organisations and regional maritime networks, including SPV, Vaasan Moottorivenekerho and his current role as Secretary of the Board of Osuuskunta Aurinkoreitti.

Maritime-domain validation, harbour and boating-network insight, regional ecosystem relationships and practical feedback from the operating boating environment.



Collective execution capability

Capability	Primary coverage
Vision, strategy & capital	Harri
Platform, architecture & data	Ingo
Product, digitalisation & IoT	Henry
Operations, governance & transformation	Eva
Delivery, onboarding & customer success	Eerikki
Country sales & commercial partnerships	Harri – FI · Henry – EE · Eva – DE, supported by Ingo (technical sales) and Eerikki (onboarding/customer success)
Growth, business-model & investor challenge	Marko – Advisory Board
Maritime ecosystem & harbour networks	Peter – Advisory Board

Planned capability expansion

2027: Add dedicated growth capacity

The 2027 workforce plan includes **one dedicated 1.0 FTE Growth / Marketing role**, bringing the planned internal organisation to **6 people / 5.5 FTE**.

The new capacity is intended to strengthen scalable user and market acquisition while the leadership team retains direct responsibility for country sales, commercial partnerships and customer learning during the validation stage.

From 2028: Specialise commercial and market operations as scale is proven

As commercial volumes and geographic coverage grow, the planning model introduces further dedicated capacity, beginning with a **global Sales & Marketing Lead** and additional country/market operations capability.

Residual capacity beyond these planned roles will be added flexibly against demonstrated demand and quantified execution requirements – through recruitment, contractors, outsourced operations or specialist support – rather than building a large fixed organisation ahead of traction.