
Experience**Vidyo Inc. Hackensack, NJ**

August 2010 to Present

*Vidyo makes natural video communication available to everyone—from the office, home or while traveling—over general-purpose IP networks, including the Internet. Vidyo has made telepresence-quality videoconferences easy and affordable on PCs, Macs and HD room systems. Vidyo has worldwide OEM technological partners such as **HP or Google**, deploying Vidyo as their main Video Telepresence Platform. Vidyo has been selected two years in a row as one of **NEXT BIG THING by the wall Street journal***

International SE Manager (Reporting to VP of WorldWide Operations)Sales/Business Accomplishments

- **Directly managed the overall performance of Vidyo Caribbean and Latin America (CALA), Canada, Australia and New Zealand market**
- Over achieved sales and Technical quotas and target over 100% (two quarters in a row)

Technical/Engineering Accomplishments

- **Project Manager for a +500K project with the second largest telemedicine provider in the world.**
- Develop of a worldwide RFP response for Vidyo Telepresence products.
- Managed and implemented a CALA technical certification program.

Fluidmesh Networks Inc. Boston, MA

August 2008 to August 2010

Fluidmesh Networks, MIT spin off company, is the worldwide leader in wireless infrastructure systems for security, industrial, and mission-critical applications. Its range of solutions covers point-to-point, point-to-multipoint, and mesh networks with an unparalleled level of reliability.

Sales Engineer (Reporting to VP of Sales)Sales/Business Accomplishments

- Directly managed, supported and motivated 3 independent manufacturer representative firms and 8 major distributors with over 100 individual sales representatives. Assigned territories include Great Lakes Region (US), Upper Mid-West (US), Great Plains (US), Latin America and Spanish markets.
 - Successfully motivated and managed rep firm owners to be actively engaged with Fluidmesh
 - Implemented periodic pipeline review calls to improve pipeline accountability, visibility and business predictability.
- Directly managed the overall performance of Fluidmesh Latin America Market (LAM) offices and established a Global Strategy Plan for 2010.
- Grew channel base from 4 to more than 70 channels in the last 18 months by recruiting, ramping, rewarding and retaining channel partners.
- Generated over 80% revenue growth over an 18 months period.
- Developed and deployed an Americas award-winning “channel partner program”.
- Traveled in and outside the assigned territory to perform end user calls with or without partners, sales calls to partners, and marketing events such as regional, national and international trade shows.

Technical/Engineering Accomplishments

- Supported Fluidmesh Sales force by identifying over 250 new business opportunities, keeping track of generated estimates in every territory, and by providing on-site support in the pre-sales and post-sale phase of projects.
- Assisted manufacturer representatives, channel partners and end users to design and implement wireless networks for security, industrial, mission critical and public safety applications that exceed customers’ expectations.
- Managed and implemented an on-line, on-demand Fluidmesh customer technical certification program.

- Managed and implemented an on-site technical certification program by providing seminars and trainings to clients such as system integrators, municipalities, IT/Networking companies, police departments, oil companies and the military.
- Performed detailed bandwidth analysis, spectrum analysis and site surveys to guarantee successful wireless deployments.
- Diagnosed and solved in depth technical problems on the Fluidmesh Radio Transmitters.

Education

M.S., Electrical Engineering

August - 2008

- Illinois Institute of Technology (IIT), Chicago, IL, **GPA: 4.0/4.0**
- Awarded: IIT / Vodafone / Bancaja/ Scholarships 2007-2008
- Awarded: IIT Master's level exceptional design and presentation price

B.S., Electrical Engineering

August - 2008

- Telecom BCN, Technical University of Catalonia (TUC), Barcelona, Spain.

Skills/Qualifications

- Remarkable ability to assist customers with resolution of product questions and problems.
- Telecommunication RF Engineer Background to provide technical solutions for high-technical background customers.
- Effective interpersonal skills and a willingness to travel.
- Proven track record in all stages of sales process, from business development and lead qualification to Requests for Proposals (RFPs) and technical needs analysis.
- Proven track record in all stages of video/wireless networks development, from data and objectives gathering to network design and product installation.
- Confident in collaborating with Sales, Marketing, and IT teams to optimize promotion of products and services.
- Confident in collaborating with the R&D team to develop new products and solutions for covering the market demand.

Languages

- English (Fluent), Spanish (Native language) and Portuguese (Basic)

Additional Leadership Experience

- Activity Director Chair – President of 180 people, Student Dormitory, Munoz Grandes, Barcelona (1 year)
- Marketing and Logistic Chair in Electrical career fairs, TUC, Barcelona (2 years)
- Student Delegate - Representative, TUC, Barcelona (4 years)

Additional Job Experience

- **Business Development, BALISA S.A, Almeria, Spain (2 years).**
- Intern, Business Department, TUC, Barcelona (6 months)

Video/Telepresence Knowledge

- Uncommon knowledge of Vidyo Telepresence systems.
- Uncommon knowledge of video protocols (H.264 SVC, H.264 AVC, H.323, SIP, G.722, G.711)
- Strong knowledge of clouding server clustering.

Electrical and Telecommunications Knowledge

- Uncommon knowledge of and experience in BroadBand Wireless Networks
- Wireless and Mobile communication, Networking and vehicular security, Networking Design coding and principles.
- Computer networks, network security, network protocols (TCP/IP, UDP, Ethernet, ATM, HTTP, SSL, SNMP, DNS, SMTP, POP3, DHCP, RTP), QoS, network management and traffic analysis (Wireshark), network devices configuration (Cisco, HP), VPN, VLAN.
- MS.Office, Commercial test equipment, Photoshop, AutoCAD, Pspice, Labview, Visual Studio, Ethereal, Matlab, Maple, Telnet, VnC, Hamachi, DC++.

Security Knowledge

- Extensive knowledge in Physical Security market and products, including CCTV cameras, NVRs/DVRs, access control Encoders/Decoders, Megapixel Technology. In depth knowledge of products from the most known security brands such as Pelco, Bosch, Axis, Indigo Vision, Qudrix, AD, VideoIQ, Sony, Panasonic, Infinias, OnSSI, Exacq, etc...

References

- Available upon request