
WIRELESS SOLUTIONS ARCHITECT | BUSINESS DEVELOPMENT LEADER

◆ Developed a novel solution with global market potential of up to \$20B ◆ Widely sought for presentations at technology pioneering organizations such as Texas A&M and events such as International Wireless Expo Conference (IWECC) ◆ Integral in driving LATAM region's growth to #1 globally for 4 consecutive years ◆ Considered a leading subject matter expert in public safety/emergency communications industry

Thought leader and business driver who transforms ideas into game-changing solutions that enable global technology companies to penetrate new markets, experience explosive revenue growth and clinch a competitive edge. Passionate about delivering technologies that challenge the status quo. Possess 15+ years of technical, business development and leadership excellence documented by a verifiable track of achievements. Multiple time award winning innovator.

LTE/UTMS and mobile radio communications technology | Next Generation Emergency Services (NGES) solutions architecture | public safety LTE | solution selling | business development | team leadership | project planning & management | business & financial modelling | alliances management | pre- and post-sales technical support | technology strategy & execution | executive-level presentations | telecom & wireless | market forecasting & analysis

"Jonathan is probably one the most brilliant technology consultants I've ever met; his passion for technology together with his strong telco expertise gives him the ideal skills to successfully address complex technology challenges ..."

Executive Vice President, Global Sales, Alliance Communications

EXPERIENCE AND IMPACT

CISCO, San Jose, CA ■ 2010 - present

American multinational technology conglomerate with nearly \$52B in revenues in 2019

Global Solutions Architect (2017 – present)

Selected for this newly created role for expertise in solution architecture and public safety tools. Led efforts to develop NGES solutions by leveraging knowledge of existing product portfolio, public safety market requirements, partner ecosystem and mission critical related standards. Created documentation to win approval from portfolio management team to industrialize a solution to enable exchange of multimedia emergency sessions between citizens, public safety answering points (PSAP) and first responders (FR) as well support for next generation first responders (NGFR) including big data and analytics and Internet of Life-Saving Things (IoLST). Monitored government standards to ensure compliance.

- **Opened a new market with multibillion potential** by educating resistant internal influencers on explosive growth potential in public safety sector, an uncharted territory for Cisco:
 - Created company's first NGES solution that became recognized as a formidable product in the market.
 - Presented NGES tool at several national and global conferences in 2019 and conducted webinars, wrote white papers and blogs with industry analysts and academia.
 - Positioned Nokia to lead the evolution of emergency communication networks from proprietary technologies to global standardized IP-based technologies.
- **Formed strategic relationships with potential business partners such as AT&T, Verizon and TMO** resulting in demand for NGES solutions, long-term growth opportunities and pipeline for additional alliances.

Business Development Director, Public Services (2015 – 2017)

Recruited by business unit leader for experience with wireless, IP/optics and business modeling. Initially tapped to create value-based sales and technology marketing collateral for existing product portfolio and support customer meetings. Within a year, challenged to explore opportunities for Nokia in the evolving emergency communications market. Headed development of end-to-end solutions for public safety and smart cities' markets. Studied relevant standards, emergency management processes and end-user pain points. Attended conferences and connected with potential commercial partners.

- **Created a winning business case for the company to enter a lucrative market in public safety sector;** conducted an exhaustive market analysis and developed solution architecture that was critical in decision to implement next generation 9-1-1 requirements into Cisco's product roadmap.

Alliance Sales Leader, HP Alliance, (2013 – 2015)

Recruited by HP Alliance global leader for technical background to help sales teams resell HP products and identify joint selling opportunities between Nokia and HP teams. Managed strategic alliance in North America region and provided input to alliance joint portfolio strategy and value proposition design. Supported field sales engagements.

- **Played pivotal role in developing a cohesive joint portfolio strategy and unified the talent** of both HP and Nokia sales and business unit teams to forge new alliances and create robust revenue streams.

Senior Solutions Marketing Manager, Business Development, Wireless (2011 – 2013)

Recruited by Wireless Business Center leader to head the development of quantitative value-added sales and technology marketing collateral to promote LTE heterogeneous networks to Tier 1 and Tier 2 communication service providers (CSPs) in the Americas.

- **Developed collateral to support the CSPs return on investment (ROI) and value-added decision-making by CSPs** to deploy LTE macro/small cells and Carrier Wi-Fi.

Senior Business Modeling Manager, Bell Labs (2010 – 2011)

Selected by Bell Labs Business Modeling Center leader to develop financial business modeling and economic analysis tools to support strategic planning and launch of new applications and services to CSPs.

- **Developed business cases and total cost of ownership (TCO) models to estimate savings** of microwave packet access networks and LTE small and macro cells deployments.

NOKIA NETWORKS, Irving, TX ▪ 2001 – 2010

Formerly Nokia Siemens networks: multinational data networking and telecommunications company headquartered in Finland

Head of End-to-End System Performance Development, Chief Technology Office, Latin America (2005 – 2010)

Recruited by Chief Technology Officer to lead, develop, and motivate team of GWM/EDGE/WCDMA subject matter experts supporting several cross-functional business units by providing in-depth technical expertise in cell phone technologies. Managed cost-center budget planning.

- **Forged and solidified strategic relationships with CTO teams of America Movil and Telefonica** across Latin America by educating them on new mobile features that improved network efficiency and maximized ROI.
- **Played a vital role in protecting vulnerable \$750M accounts with 2 of the largest telecommunications companies** in the world by resolving network performance and quality issues related to radio access networks.
- **SkYROCKETED sales of software and services by \$100M+** after spearheading a successful field trial for a new mobile feature.
- **Earned a prestigious Nokia Networks sales award for closing \$350M contract** with Telefonica Venezuela.
- **Led the development of a high-performance push-to-talk (Hi-PTT) over WCDMA/HSPA solution to migrate Motorola's iDEN networks** with the largest and most profitable PTT operator in Latin America.

Solutions Development Manager (2001 – 2005)

Recruited to join R&D team to develop deployment guidelines for 2G and 3G networks. Developed technology marketing materials to advertise multi-radio solutions end-to-end performance advantages.

- **Secured GSM network deployments valued at \$2B in sales** as a result of technical responses in RFPs for America Movil; demonstrated superiority of a network tool.
- **Led technical response to an RFP that resulted in \$600M in initial sales and grew Nokia's market share in Latin American region**; developed and presented value proposition of analog/digital migration to Telefonica Latin American CTO teams.
- **Won CEO's Extreme Delight Champions award** for leading delivery services team to successfully migrate Telefonica properties and improving customer satisfaction.
- **Prepared technical and business insights for analog (TDMA) to digital (GSM/EDGE) migration** to American Movil CTO teams in Mexico, Ecuador and Colombia which generated first time sales of \$400M. Established Nokia as a dominant market player.

EDUCATION AND TRAINING

MBA, Executive MBA Program, UNIVERSITY OF TEXAS AT DALLAS, Richardson, TX 2008–2010

Financially supported by Nokia Networks global long-term education program
Recipient, School of Management Distinguished Scholar Award

PhD Candidate, Electrical Engineering, UNIVERSITY OF TEXAS AT ARLINGTON, Arlington, TX 1999–2001

Recipient, Texas Telecommunications Engineering Consortium Fellowship
Recipient, Foundation for the Science and Technology (Ecuador) Fellowship

MS, Electrical Engineering, UNIVERSITY OF TEXAS AT ARLINGTON, Arlington, TX 1996–1997

Recipient, Inter-American Development Bank & Foundation for the Science and Technology (Ecuador) Fellowship

BS, Electrical Engineering, ESCUELA SUPERIOR POLITECNICA DEL LITORAL, Guayaquil, Ecuador 1990–1995

Select professional development includes:

Citizens Fire Academy, San Jose Fire Department, March 2020
Citizens Police Academy, San Jose Police Department, June 2018

Internet of Things: Roadmap to a Connected World, MIT Professional Education, May 2016

LTE Portfolio Training, Alcatel-Lucent, March 2011

LTE Air Interface, Nokia Networks, October 2009

LTE and EPC Fundamentals, Nokia Networks, October 2009

Cisco Certified Design Associate (CCDA) Boot Camp, Nokia Networks, December 2007

Cisco Certified Network Associate (CCNA) Boot Camp, Nokia Networks, July 2007

Please visit my LinkedIn profile for a comprehensive list detailing all professional development at

<https://www.linkedin.com/in/jonvwilliams/>

ADDITIONAL DISTINCTIONS

~ Honors and Awards ~

University of Texas at Dallas School of Management Distinguished Scholar Award, May 2010

Nokia Networks Sales Incentive Award, December 2006

Nokia Networks CEO's Extreme Delight Champions Award, December 2005

Texas Telecommunications Engineering Consortium Fellowship, Spring 2000

Foundation for the Science and Technology (Ecuador) Fellowship, 1999-2001

Inter-American Development Bank & Foundation for the Science and Technology (Ecuador) Fellowship, 1996-1997

~ Languages ~

Fluent in Spanish, Swedish and Italian proficient in Portuguese
