

# William Torres

## Executive Summary:

**IE Business School - Executive MBA- September 2010 to July 2011 (IE – Instituto de Empresa)**

***Global Business Development Driven Manager, with expertise in leading multi-million dollar Strategic and Diverse International Projects constantly bringing value added to the company.***

Innovative Technological Business Developer and Senior Solution Consultant. Proven successful senior Project Management by achieving business objectives and member of Steering Committees, managing P&L Balance sheets and building peak-performing teams. Senior Technology Strategy and Information Architecture and Execution.

## Languages:

**Perfectly Bilingual in English and Spanish. More than 15 years in USA and UK.**

## Experience 1:

**February 2016 to Present VIRTUALNAT Great Britain**

**Job Title: Senior Technical Consultant**

### Competences:

- *Key Customer:* Vodafone UK. Project Name: FINN, worth 5€ million. Country Wide Deployment of advanced NGN (New Generation Networks) Infrastructure and Service Platform.
- *Leader Technical Consultant:* Providing Technological Services for: (a) Migration Procedures from the existent legacy to the NGN Network (b) Specialized Technical support for Design and Testing engineers.
- *Apply my vast experience:* in Network Design, Network Integration and Trouble-Shooting techniques to solve unique and complex issues.

## Experience 2:

**February 2008 to January 2016 GENBAND Madrid, Spain**

**Job Title: Business Development for the Services Department**

### Competences:

- *Business Development Manager:* Driven to increase revenue by offering clients customized telecom services with a realistic and well-thought off Business Plan.
- *Key Achievements:* 150.000€ Advanced Service contract with CaboVisao. 500.000€ revenue in customized services between BT Spain, Telecable and R-Cable. €1,5 million Iberbanda Network Migration Telecom service.
- *Service Sales:* Steered by results yearly growth rate of 10%. Accountable for all Service Global offers up to \$2 million Network Migrations. Influence Key Account Managers to boost sales by creating an innovative services suit.
- *Senior Service Project Manager:* In charge of managing the course of all Advanced Service Projects. Liable of the Project Finances, manage budgets from €5K to €1-3 millions. Manage highly productive teams of 3-20 engineers. Captivated with exemplary behavior. Ability to steer the team and customer to achieving the strategic milestones.
- *Managing Director Competences:* Business Development skills by attracting new business by proving a valuable service/product offering. Global Business view. Innovative ways of finding new services business. Credibility 90% time deliver. Responsibility and Accountability of budgets of variable sizes and diverse international teams.

## Experience 3:

**January 2004 to February 2008 NORTEL NETWORKS. Madrid, Spain**

**Job Title: Technology Director of NGN Unit (New Generations Networks)**

### Competences:

- *Key Achievements:* Complete Solution Deployment of BT new Generation VoIP Network in 8 months, produced benefits 6 months ahead of schedule. Nation wide deployment of CaboVisao (Portugal) VoIP Network in 1,5 years allowed Nortel to invoice \$2 million in advanced. Permitted CBV to grow 50,000 new users in 9 months.
- *Project Senior Engineer:* Accountable for the VoIP Network Growth Strategy and Design. Decision maker based on personal Global Technical view and team solutions. Highly regarded member of the VoIP European deployment team due to valuable experience. Senior Leader of a highly productive Engineering Team of 6-15 members.
- *Senior Project Manager:* Leader of Project Strategies, engineering and critical initiatives to fulfill key objectives. Control the Project P&L Strategies ranging from €10K to €2 million. Direct Reporting to Highest Management.

## Experience 4:

**December 2001. – December 2003 NORTEL NETWORKS. Madrid, Spain - Lisbon and Oporto, Portugal**

**Job Title: Chief Engineer for Global UMTS/3G Operator.**

### Competences:

- *Key Projects:* Oniway, Optimus and Telefonica Moviles
- *Key Achievements:* Successful Deployment of a complete UMTS and Applications Networks in Oniway, which reported the payment of \$25 million in the middle of the telecom bubble burst crisis. Prosperous €500K UMTS Trial in Optimus that led to a €6 million Nation Wide 3G contract.
- *Senior Project Chief Engineer:* In charge of a highly productive team of 20-50 engineers. Accountable of the UMTS/3G Network Design and respective Services like e-Mobility, MMS, Single Sign On, Wireless Internet, WAP



and Intelligent Services. Accountable for the Integration and operability of Network Platforms. Liable for the End-to-End Testing and Acceptance Phase.

- *Senior Project Manager:* Assuring the Engineering Project Goals and Customer Expectations. Control the Engineering Budget Strategies, managed between €4-5 million projects. Reporting milestones to Highest Management. Member of the Executive Steering Committee.

#### Experience 5: Jul. 2000 – Dec. 2001 NORTEL NETWORKS. Barcelona, Spain

Job Title: **Manager of the Data Networks Business Unit.**

Competences:

- *Key Achievements:* Migration of La Caixa Bank Legacy DPS Network to the most advanced ATM/IP Network worth 12€ million. The Bank created an innovative bundle of Services giving it a competitive advantage. Design and Deployment of a €20 million National Optical, Voice and Data Network in Jazztel.
- *Other Important Projects:* €2 million Vodafone ATM Network in Portugal.
- *Customer Technology Leader:* Manager of Key Accounts and main technical liaison between sales account, customers and Upper Management providing Global Technological Strategies. Responsible of taking the business and technical decisions for each project. Accountable for account objectives and milestones. Manager of a highly productive team of 20 Engineers.
- *Network Migrating Senior Consultant:* Accountable for the migration engineering and execution planning.

#### Experience 6: Ago. 1998 – Jun. 2000 LUCENT TECHNOLOGIES. Madrid, Spain

Job Title: **Leader Solution Consultant**

Competences:

- *Key Achievements:* Key Player in the \$35 million Global Data Network for Telefonica Data team in Brazil.
- *Leader of Data End-to-End Projects:* Accountable for finding new projects through the Pre-Sales, Assign projects to the team based on team member Solutions Design competences, Preparation of the Technical and Proposal Offers. In charge of three Sales Engineers Accountable to Introduce Network Solutions and Value Added Services.
- *Marketing Team Member:* Active Player in the design and deployment of a Successful advertisement campaign of technologies such Voice Over IP (VoIP) and Gigabit Ethernet over Optical Networks.

#### Experience 7: Jul. 1997 – Jul. 1998 GLOBAL VISION COMMUNICATIONS. USA – Spain

Job Title: **International Director for New Products and Services**

Competences:

- *Key Achievements:* Introduce the most advanced IP Switching and Deep package Inspection Technologies in the newspaper "El Periodico" worth €150.000. Obtained an Advanced Consulting contract with the school "SEK" worth €50.000.
- Responsible of the Introduction of Network, Storage Products and Consulting Solutions in Spain and Portugal. €25K Storage Solution for Portuguese Oil company Galp, €15K Storage Products for Portcast in Portugal
- End-to-End Management of new acquired projects – Equipment and/or Technical Consulting Oriented.

#### Experience 8: Jul. 1993 – Jun. 1997 CYPRESS TECHNOLOGIES CORP. Austin, Texas

Job Title: **Technical Sales Consultant**

Competences:

- *Key Achievements:* Year contracts worth \$500.000 in Telecom equipment with diverse small medium companies and year contracts of High Speed Data Storage Solutions worth \$750.000 with major Oil and Gas Companies: Schlumberger, Halliburton, Dow Chemical and Houston Medical Center.
- *Technical Sales Consultant:* Design and Sales of Complete Telecom (LAN/WAN) and Storage Projects, Average monthly LAN sales of \$50K. Accountable for developing Interoperability, Integration and Acceptance Services.
- *Leader Telecomm and E2E Projects:* From the Pre-Sale, Design and Engineering to the Implementation Stages and for LAN/WAN Systems and Storage Solutions for the Oil Companies and Medical Industries.

#### Education: 1989 - 1993 Texas A&M University College Station, Texas

- Bachelor of Science in ELECTRICAL ENGINEER – Telecommunications Engineering.
- Specialization in Digital Communications. MINOR in Economics and Marketing
- GPA: 3.13 out of 4.0