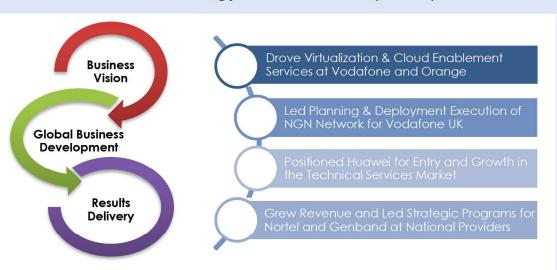
William Torres

Guadalajara, Spain • Email: wtorres@gmail.com • Mobile: +34-600-284-406

Skype: wtorres5 • LinkedIn: www.linkedin.com/in/w-torres

Senior Technology Executive: CIO | CTO | Senior Technical Director



EXECUTIVE EXPERIENCE

Huawei Technologies Co., Madrid, Spain | July 2016 – Present





Recruited to establish global network equipment manufacturer's foothold in the services market. Selected to lead sales of value-added professional services to major corporate accounts. Interfaced with client engineers up to business unit CTOs to evaluate business needs, establish services plan, negotiate pricing and services agreements.

Business Development, Cloud & Virtualization Services

- Closed Vodafone sale; directed project execution to remove entrenched competitor and transform core voice switches to Virtual Cloud Services.
- Captured €600K Virtualization Services Contract to drive Cloud enablement at leading mobility provider Orange S.A.

VirtualNat, Newbury, United Kingdom | Feb 2016 – July 2016

Executive Technical Consultant – Vodafone UK



Recruited by Vodafone UK to lead €5M FINN project to integrate and modernize network infrastructure obtained from Cable & Wireless acquisition.

Network Infrastructure & Services Delivery

- Guided full lifecycle deployment of advanced next-generation network (NGN) infrastructure and service platform to serve as core UK network.
 - Facilitated network design, architecture validation, test bed configuration, test execution, and feature analysis.
 - ✓ Defined migration processes and engineering support practices.
 - ✓ Drove national network scalability and cost-effectiveness.

EXECUTIVE PROFILE

Technical Executive who combines eMBA with 20+ years of experience leading full lifecycle technical initiatives across:

- ✓ Architecture Design
- √ Strategy Development
- ✓ Roadmap Creation
- ✓ Solutions Development
- ✓ Product/Service Delivery

Business Leader with a strong operational background in:

- ✓ P&L Management
- ✓ Team Building & Leadership
- ✓ Strategic Goal Alignment
- Steering Committee
 Guidance & Governance
- ✓ Business Development
- ✓ Revenue Growth
- Client Engagements
- ✓ Project Execution

Technology Program Director

with expertise leading product and service projects related to:

- ✓ NGN Infrastructure
- ✓ Network Service Platforms
- ✓ Cloud Enablement
- ✓ Virtualization
- ✓ Managed Services
- ✓ Professional Services

Team Player others describe as:

- ✓ Convincing & Loyal
- ✓ Trustworthy
- ✓ Fulfilling Commitments

International Experience with bilingual fluency in:

- ✓ English
- ✓ Spanish

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Page 2 of 2 ◆ Email: wtorres@gmail.com ◆ Mobile: +34-600-284-406

Professional Experience Continued

Genband, Madrid, Spain | Feb 2008 - Jan 2016

Chief Engineer & Technical/Business Development Director



Led full range of technical operations, solution engineering, service delivery project management, client engagement, business development, and pre-sales engineering. Managed technical services P&L, international engineering teams, and project budgets.

Business Growth, Innovation & Culture Transformation

- Drove double-digit annual growth of 8-year span.
- Delivered €2.15M in revenue for custom/advanced managed network services to BT Spain, CaboVisao, R-Cable and Iberbanda (Telefónica).
- Transformed operational capabilities and engineering team culture; boosted credibility with customers with >90% on-time delivery rate.
- Honored with Innovation Award for designing new service offerings.

Nortel Networks Corp., Spain & Portugal | July 2000 – Feb 2008

Technology Director - NGN Unit (2004-2008) Chief Engineer – UMTS/3G (2001–2004) Business Unit Manager – Data Networks (2000–2001)



Promoted to roles of progressive accountability in engineering and deployment leadership as well as management technical business operations. Created business unit operations strategies and technical solution roadmaps. Managed engineering teams of up to 50, business/program P&L, and customer engagements valued at up to €20M.

Technology Innovation & Solution Delivery

- Directed innovative solution design and delivery for major accounts: BT Spain, CaboVisao, Optimus, Oniway, Jazztel, Vodafone, and La Caixa Bank.
 - ✓ Led rapid deployment of next-generation VoIP networks ahead of schedule. One deployment generated 50K new users in 9 months.
 - Oversaw UMTS Pilot that led to nationwide 3G deployment and led full UMTS/Application Network implementation.
 - ✓ Architected and delivered national optical/voice/data network, ATM network, and advanced IP network migration.
- Guided engineering design and interoperability of e-Mobility, MMS, Single Sign-On (SSO), Wireless, WAP, and Intelligent Network Services.

Lucent Technologies, Madrid, Spain | Aug 1998 – June 2000

Lucent Technologies

Solutions Consulting Lead

Coordinated network and data projects through pre-sales engineering, technical proposal delivery, design, and implementation.

campaign for Lucent's optical network VoIP and GigE services.

ADDITIONAL EXPERIENCE

Global Vision Communications,

USA/Spain, 1997 - 1998

International Director, New **Products and Services**

Drove introduction of new networking and storage products as well as advanced professional services. Oversaw end-to-end management of new projects for equipment integration and technical consulting.

- ✓ Led €150K project to deploy advanced IP switching and deep package inspection technologies.
- Delivered storage products and services to energy and Internet clients.
- ✓ Secured €50K consulting contract in education.

Cypress Technologies Corp.,

USA, 1993-1997

Technical Sales Consultant

Led pre-sales engineering, design, sales negotiation, and contract closing for network hardware and implementation.

- ✓ Secured U.S. contracts for networking equipment (\$500K/yr) and storage products (\$750K/yr).
- Engaged clients in oil & gas, chemical, and healthcare.

EDUCATION

Executive MBA, IE Business School, 2011

BS in Electrical Engineering, Texas A&M University, 1993

Evangelized technical and business benefits for highly successful marketing