

# William Torres

Guadalajara, Spain • Email: [wtorres@gmail.com](mailto:wtorres@gmail.com) • Mobile: +34-600-284-406

Skype: wtorres5 • LinkedIn: [www.linkedin.com/in/w-torres](http://www.linkedin.com/in/w-torres)

## Senior Technology Executive: CIO | CTO | Senior Technical Director



### EXECUTIVE EXPERIENCE

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

#### Service Products Leader – Advanced Service Solutions



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



# William Torres

Page 2 of 2 ♦ Email: [wtorres@gmail.com](mailto: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**

**Solutions Consulting Lead**

Lucent Technologies  
Bell Labs Innovations



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

- ♦ Evangelized technical and business benefits for highly successful marketing 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**