

NIKOLAOS TSONIOTIS



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SUMMARY

Telecommunications R&D Engineer & Serial Entrepreneur.
Overall an engineering mindset with entrepreneurial skills and qualities.

CAREER PATH

OSS/BSS SYSTEM ENGINEER, Intracom Telecom
Athens — 2013

Upgrade and configuration of the HW and SW infrastructure of Cosmote group (Cosmote Greece, AMC Albania, Globul Bulgaria) prepaid platform.

OPERATIONAL UNIT LEADER, Intracom Telecom
Athens — 2007-2013

MICROWAVE SYSTEMS VERIFICATION LAB

Wireless Design Verification & System Integration, Case studies analysis and Implementation, Field trials internationally.

Customer presentations, Piloting of Microwave and Millimeter Wave solutions.

MICROWAVE R&D ENGINEER, Intracom Telecom
Athens — 2003-2013

WIRELESS SYSTEMS & TECHNOLOGIES

Wireless design in the GHz range as well as wireless networking for point-to-point and point-to-multipoint microwave systems.

DIGITAL R&D ENGINEER, Intracom Telecom
Athens — 2001-2002

WIRELINE SYSTEMS & TECHNOLOGIES

Technologies included ATM over the existing SDH framework and ADSL, SDSL and G.SHDSL, over advanced network resources management, through scalable bandwidth leased lines.

FREELANCE EFFORTS

PRODUCT MANAGER, Nobilissimus PC
Thessaloniki — 2016

MOBILE SaaS STARTUP

Feature Specs & Development Cycle Management
Funding Resources Scouting & Communication
Marketing Strategy Design
Team & Workflow Management

PROJECT MANAGER, University of Peloponnese
Thessaloniki — 2014-2016

EU Projects with online development requirements, in Lifelong Education & Micro-Enterprises.

CO-FOUNDER – TECHNICAL LEAD, Enistec
Athens/Thessaloniki — 2011-2016

Energy Saving Technologies & retrofit solutions in Business and Production units.

CO-FOUNDER - CEO, Contests4Causes
Athens/Thessaloniki — 2013-2015

Social Good Startup effort, transforming marketing budgets to philanthropy.

CO-FOUNDER - CEO, Webacall
Athens/Thessaloniki — 2006-2008

Voice-over-IP Startup with international clientele.
Product Management, Business Development, Account Management, OS/BS Support

EDUCATION

ELECTRONIC ENGINEERING & ELECTRONIC COMMUNICATION SYSTEMS

University of Hull, UK

1995-1999

Master of Engineering with Honours (2i)

Thesis: "Investigation into Fractal Antennas"

Self-suggested final year project: An investigation into integrating chaotic topologies into antenna patterns to expand resonance.

CERTIFICATIONS

INDEPENDENT COURSES

TECHNOLOGY ENTREPRENEURSHIP PART II

Stanford University

2013-2014

Objectives:

- Articulate a process for taking a technology idea and finding a high-potential commercial opportunity
- Create and verify a plan for gathering resources such as talent and capital.
- Create and verify a business model for how to sell and market an entrepreneurial idea.
- Generalize this process to an entrepreneurial mindset of turning problems into opportunities

CISCO CERTIFIED NETWORK ASSOCIATE (CCNA)

ICTC, Athens

2009

Cisco ID: CSC011673120

OPTICAL NETWORKS

Athens Information Technology

2003

Objectives:

- Optical Communications
- Optical Components and Devices
- WDM Components and System Engineering
- 1st and 2nd Generation Optical Networks

WIREFRAMING WITH BALSAMIQ MOCKUPS

Udemy.com

2016

Wireframing mobile & web applications using the Balsamiq suite of tools

THE COMPLETE PRODUCT MANAGEMENT COURSE

Udemy.com

2016

Objectives:

- Product management principles and techniques in Mobile Applications
- Product Lifecycle Management
- Product Marketing principles and techniques

PRODUCT MANAGEMENT

Udemy.com

2015

The basics of product management & relevant qualifications

BUILD. MEASURE. LEARN. LEAN STARTUP SXSW 2012

Udemy

2014

Objectives:

- Lean Entrepreneurship
- Lean Product Lifecycle Management
- Lean Marketing & Sales

REFERENCES

Available upon request

LinkedIn

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