



QUALIFICATIONS SUMMARY

Results-oriented, skilled telecommunications sales engineer with 10+ years international experience in the field of optical networking. Qualifications include:

- Expert in telecommunications network architectures
- Expert in optical network design and optimization
- Technologies: OTN (G. 709), DWDM, SDH, Carrier Ethernet, IP/MPLS
- Experienced with product development processes
- 7+ years at leading telecommunications equipment manufacturer
- Trilingual English/French/German

Date of birth: Dec. 23, 1974

Status: married, 2 children

Nationality: dual-citizenship with France and Canada

EMPLOYMENT HISTORY

Solution Manager - Optical Networks

*Nokia Siemens Networks, Munich, Germany
Network Systems Sales*

Since 2009

Sales Engagement with International Customers

- Presents NSN's DWDM and SDH products and identifies customers' specific needs and solutions.
- Performs live demonstrations of advanced optical network planning tools.
- Organizes and leads technical customer workshops and product testing.
- Instrumental in getting NSN ranked as the technical leader in DWDM technology by an important European telecom operator, less than one year after first introducing them to NSN's DWDM products.

Global Optical Networking Expert (DWDM/SDH)

- Has taken technical leadership in several DWDM/OTN tenders from major telecom operators, consistently achieving selection on the shortlist.
- Supports customer teams worldwide in answering advanced optical networking questions.

Internal Sales Employee Training

- Created multiple company-wide technology training sessions on advanced topics related to optical networking, receiving top marks in the participants' evaluations.
- Conducted classroom training on optical networking technology, portfolio and roadmap for new Sales employees from around the globe.

Research Scientist

*Nokia Siemens Networks, Munich, Germany
IP Transport Business Unit – R&D Management, Innovation*

2007 - 2009

System Engineering

- Lead the development of new product features and supporting technical concepts for **state-of-the-art DWDM network planning software**, used by high-profile clients to plan their long-haul and ultra-long-haul DWDM networks.

Research

- Coordinated a **common project with university partner** to investigate innovative network survivability options.
- Conducted a **research project commissioned by a key DWDM customer** on the evaluation of the cost-efficiency of several optical network architectures and modulation formats for multi-million dollar continental networks.

Innovation

- Lead project investigating a **new cost-effective optical network protection scheme**.
- Member of a team responsible for **fostering innovation** within the business unit, and in collaboration with other business units, to remain at the forefront of the transport networking industry.

Research Scientist

SIEMENS AG, Munich, Germany
Corporate Technology – Information and Communications

2004–2007

System Engineering

- Developed **complex algorithms for routing and wavelength assignment (RWA) and grooming** for state of the art DWDM network planning software.
- Developed **innovative solutions for failure-tolerant optical networking**, and optical connections tolerant to power transients.
- Participated in **product quality testing** for DWDM network planning software.

Research

- Conducted research project on the **evaluation of a decision-making technology**, commercialized by an external company, for possible integration into a SIEMENS product.

Research Engineer

TRLabs, Edmonton, Alberta, Canada
Network Systems Group (supervised by Dr. Wayne D. Grover)

1999–2004

Research (Senior Group Member)

- Conducted and directed applied research on the topic of **capacity planning and reliability analysis** of telecommunications transport networks.
- Presented research activities to sponsor companies.
- Supported Professor Grover in the daily supervision of the Networks Systems research group composed of graduate students, visiting researchers, and student interns.

Collaboration with Sponsors

- Initiated new collaborations with sponsor companies to explore the potential of future networking technologies.

Software Development

- Conceptualized and lead the development of network analysis software TRILabs MeshAnalyzer capable of performing mesh network restorability and availability analysis.

EDUCATION

Ph.D. in Electrical Engineering (supervised by Professor Wayne D. Grover)

University of Alberta, Edmonton, Alberta, Canada

Graduated: December 2003

Thesis title: Availability of Service in Mesh-Restorable Transport Networks

Award: **Best Ph.D. Thesis** in the Dept. of Electrical and Computer Engineering in 2004

Description: Development of theoretical and practical approaches for the determination of the availability of service paths in mesh-based survivable networks. Special emphasis on adaptive mesh restoration schemes, shared mesh protection and p-cycle protection.

Diplôme d'Ingénieur in Electrical and Computer Engineering

ENSEA (National School of Electronics and Electrical Engineering), Cergy-Pontoise, France

Graduated: September 1998

Specialization in Telecommunication Systems: digital communications, optical networking, information theory. Main tracks of the ENSEA training include: analog, digital and power electronics, mathematics and physics, programming and microprocessors.

ADDITIONAL TRAINING

Project Management Training

SIEMENS Learning Campus, Munich, Germany

Attended: September 2006

Five-day training course teaching the fundamentals of project management. Main topics covered by the training include: stakeholder analysis, project manager agreement, work breakdown structures, risk analysis, project controlling and reporting, team building, and conflict management.

Competent Communication

Toastmasters International

Attended: Since 2006

Completed the Competent Communication program that teaches the foundations of effective public speaking, including: organizing a speech, convincing an audience, using gestures and eye contact, and overall delivery.

PROFESSIONAL SKILLS & KNOWLEDGE

Knowledge

- Transport Networking Technologies: OTN/G.709, SONET/SDH, IP/MPLS, Carrier-grade Ethernet
- Network Protection & Restoration
- Operations Research / Optimization / Industrial Engineering, Linear Programming, Heuristics

Skills

- Leadership and team leading skills
- Exceptional presentation skills for both technical and non-technical audiences
- Excellent writing skills
- Telecommunication Network Planning (long-haul, metro, access)
- Software development

Computer Skills

- C/ C++ Programming
- CPLEX
- HP TestDirector
- Website administration, HTML, CSS
- AMPL
- UNIX
- Adobe FrameMaker
- MS Office (Word, Excel, PowerPoint, Visio)

Languages

- English (fluent)
- French (native speaker)
- German (fluent)