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GUSTAVO RODRIGUES DE PONTES

SUMMARY

I'm a Sales Solution Manager (SSM) in Radio Access area, Mobile Networks (RA-MN) at Nokia, supporting proposals for customers all over Latin America. My main roles are consolidation of commercial proposals, based on technical/financial information of the company's portfolio and prospection of new opportunities through direct interaction with customers.

My current focus on professional development is the 5G New Radio technology, telco evolution towards Data Centers/CloudRAN and development for new initiatives to bring to the company innovative business related to ISPs and Industry 4.0. I also have solid experience as Solution Consultant (SC) and Solution Architect (SA), being responsible for the technical development of the delivery team in Brazil by bringing my personal experience from several projects in LAT.

Regarding personal and cultural contexts, I had the opportunity to travel on business to several countries and meet their distinct cultures and languages. This has allowed me to perfect the Spanish and English languages, which is essential for proper communication with customers abroad and the Global team of the company. This diversity has also given me the ideology of putting respect and ethics as the main pillars of a successful business.

EDUCATION

Graduation:	**Electrical Engineering with specialization in Telecommunications**
Institution:	Escola Politécnica, Universidade de São Paulo (Poli-USP) *Polytechnic School – São Paulo's University*

PROFESSIONAL EXPERIENCE

Current position and main roles:

Nokia (Apr/2014-current): Radio Access Network (RAN) Sales Solution Manager
- ✓ Support for Pre-Sales activities and proposals (RfP, RfQ and RfI);
- ✓ Mapping and prospection of new opportunities in Local Operators;
- ✓ Presentations and meetings "face2face" with customers;
- ✓ Promotion of Radio Access Products (HW and SW).

Previous positions:

Nokia (Mar/2012-Mar/2014): Solution Consultant for NPO (Network Planning & Optimization)
Nokia (Jun/2009-Apr/2012): Solution Architect for NPO / Centre of Competence (CoC) team
WCA/Remopt Engenharia (Aug/2007-May/2009): Siemens BSC Database Engineer
BCP SA / Claro (Mar/2006-Jul/2007): Network Performance Analysis Trainee
Vipcom Informática (Jan/1999-Mar/2006): Computer Networks Technician

LANGUAGES AND GENERAL KNOWLEDGE

- ✓ Advanced/Fluent English and Spanish;
- ✓ Telecommunications: 2G, 3G, LTE, LTE-Advanced, 5G, Internet of Things, Single-RAN, Cloud-RAN, Centralized-RAN, Small Cells, WiFi, Network Planning and Optimization;
- ✓ Data routing: TCP, UDP, IP, RIP, IGRP, EIGRP, OSPF, DHCP, ARP, RARP, ICMP, others;
- ✓ Programming languages: C, Visual Basic, Basic Java, VBA (Excel), PHP, JavaScript, jQuery, CSS, HTML5, XML;
- ✓ Databases: MS SQL Server, Oracle e MySQL;
- ✓ Windows and Linux Systems administration.

SPEAKER AT EVENTS

[2019] Futurecom SP - 5G Demos at the event
[2019] Nokia Workshop for customers - 5G Workshop (São Paulo/Brazil)
[2019] Barcelona Days SP - 5G Network Slicing and Beamforming
[2018] Nokia Workshop for customers - 5G Workshop (Cochabamba/Bolivia)
[2018] Nokia Workshop for customers - 5G Workshop (Santiago/Chile)
[2018] Barcelona Days SP - 5G with Airscale
[2017] Futurecom SP - 5G Home Experience
[2017] LAT MN Bootcamp RJ - TD-LTE Cases

[2017] Nokia Workshop for customers - Radio Portfolio (Cochabamba/Bolivia)
[2017] Nokia Workshop for customers - Radio Portfolio (Santiago/Chile)
[2017] Nokia Workshop for customers - Radio Portfolio (Lima/Peru)
[2016] Futurecom SP - Multi-Access Edge Computing MEC
[2016] Nokia Workshop for customers - Radio Portfolio (Buenos Aires/Argentina)
[2016] Barcelona Days SP - FastMile and Small Cells
[2015] RSO MBB Radio Expert Days SP - C-RAN, NIB, SRAN and Small Cells
[2015] MBB Roadshow SP - Small Cells
[2015] Futurecom SP - Network-in-a-Box NIB and Small Cells
[2015] Barcelona Days Cochabamba/BO - Centralized RAN and Single-RAN

TRAININGS / CERTIFICATIONS

Nokia Certifications

- RAN Energy Efficiency
- Maximize capacity in 4G and 5G networks with massive MIMO
- Co-evolution of LTE complements 5G
- 4.9G TD-LTE to boost network capacity and pave the path to 5G
- 5G Future X and Nokia Reefshark chipset
- 5G System Training
- 5G End-To-End
- 5G Radio
- Cloud RAN
- Customer Experience Manager
- FastMile (LTTH - LTE to the Home)
- Internet of Things
- IT and Data Center Fundamentals
- Lean Six Sigma (Orange Level)
- LTE-Advanced Evolution / 4.5G Pro
- Nokia 4.5G Pro TD-LTE
- Nokia Airscale Platform
- Single RAN Advanced
- Small Cells
- Value Based Sales (VBS)
- WCDMA Baseband Dimensioning
- WiFi

Nokia Trainings

- NSN Performance Manager (Lisbon/Portugal) - 40h
- SAfE HandsOn (Düsseldorf/Germany) - 40h
- BSS Tools (Caracas/Venezuela) - 40h
- SAfE (Düsseldorf/Germany) - 40h
- SAI (Serve@Once Intelligence) (Bogota/Colombia) - 40h
- EvA (Event Analyzer) for Automation (Bogota/Colombia) - 25h
- SQM (Service Quality Monitor) (Bogota/Colombia) - 25h

Cisco

- CCNA Certification – (Cisco Certified Network Associate): Dic/2010

Others

- Linux Systems Administration (40h)
- SUN – Java Programming Language (40h)
- Interconnecting Cisco Devices – modules 1 and 2 (80h)
- Minerva de Empreendedorismo – Mod. 3: Business Practices (30h)
- Minerva de Empreendedorismo – Mod. 2: Social Capital Generation (30h)
- Minerva de Empreendedorismo – Mod. 1: Business Management (30h)
- Wireless Design & Installation Network (16h)