

# Curriculum Vitae

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## Robert A. Iberl



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### Essentials

- Huge Know-how with the lead of complex telecommunication projects (< 3 Mio. €)
- Lead of international, interfunctional teams (development, sales, marketing, service)
- Many years of experience in intercultural teams
- Responsible for the market introduction of innovative products in the IP area (T-mobile, VDF, etc.)
- Many years of project management experience with regards to control, coordinate and results checking in many different customer projects
- Distinct analytic and strategic behavior, reliable, result oriented as well as making a point with high sense of responsibility

## Personal Information

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Date of Birth: 11.01.1964  
Place of Birth: Straubing  
Nationality: German  
Individual Status: Married

## Professional Background

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10/2012- to date **Bavarian Research Alliance (BayFOR), Munich**  
Scientific Officer, Information and Communication Technologies  
Responsibility to support Bavarian Universities, SMEs and the Industry in getting European funding for their research topics.

06/2012-09/2012 **Voluntary entry in NSN's professional re-orientation company**

04/2010-05/2012 **Nokia Siemens Networks LLC (NSN), Munich**  
Senior Product Manager - Voice & IP / Go-to-market / VoLTE  
- Responsible for the introduction of new products for VoIP, IMS and Voice over LTE  
- Pre-Sales and Sales support for the acquisition of new customers  
- Leading international teams for competitor analysis and go-to-market  
- Coordination of trial activities and demonstrators  
- Standardisation (3GPP/2, IMS Forum, WiMAX Forum)

08/2007-03/2010 Senior Product Manager – IMS / VoIP / + Training, Munich  
-Responsible within Product Line Management for Core products  
- Definition of economic, technical and 'life cycle' aspects  
-Interface towards Sales and Product Line Management  
-Execution of technical Trainings

04/2007-08/2007 Strategy and Business development, Munich  
-Strategic analysis of business cases of NSN's main customers  
-Support of main sales channels

10/2002-03/2007 **Siemens Inc., Munich**  
Project Head for Vodafone / Vodacom and Verizon, USA and South Africa  
- Sales Account responsibility for 'Profit and Loss'  
- Personnel responsibility (12 employees)  
- Coordination of the local Siemens company  
- Networking with other operators  
- Strategic Sales and Business development

01/2000-09/2002 System Architect, Vodafone Group, Munich and worldwide  
- Definition of Product entry strategies  
- Definition of innovative solutions  
- Coordination and 'guiding' of offer strategies  
- Offer presentation

10/1995-12/1999 Technical Project Leader for Satellite networks, USA  
- Technical consultancy  
- Competitor Analysis  
- Key Customer Support  
- Creation of technical requirement specifications  
- Patent handling



- Standardisation bodies involvement

01/1992-09/1995

System Integrator

- Software development of EWSD components
- Responsibility for Interface testing routines with competitors' GSM components

1991-12/1991

**Ericsson Inc., Sweden**

GSM specialist with regards to core and radio networks

1987-12/1990

**Siemens Inc., Munich**

Development engineer, C450 cell phone system

## School degrees

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3/1987

Master (Dipl. Ing.) of Electrical Engineering,  
mark 2.0 (Good)

## Languages

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Language

German

Mother Tongue

English

Fluent

Italian

Basic knowledge



## Knowledge Base

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### Product- and industry knowledge

- Telecommunication, IT
- Standardisation groups (3GPP/2) and forum (WiMAX, WiFi, IMS)
- Expert in 3G and 4G networks, Interfaces, Security Topics, Policy Control , E2E QoS, LTE, Service Delivery Platform, IMS, FMC, IP TV, VoIP and SIP Applications

Communications	(GSM/GPRS, UMTS, LTE), LAN, Wi-Fi, WiMAX, TCP/IP.	Expert
Standards und Frameworks	ISO/OSI, IEEE, ITU, ETSI, 3GPP, CDMA, GSMA, RCS, Forum	Expert
Network protocols	IP V6 Voice over IP / IMS / SIP	Expert
Operating System	MS Windows LINUX	Expert Basic
Programming language	SQL HTML, PHP Java	Basic Basic Basic
Application SW	SAP	Basic
Individual Interests	Skiing, Mountainbiking, Film history, Stock exchange, Traveling	



## Selection of Projects

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<b>Position</b>	<b>Product Manager, Go-to-market (IMS, FMC)</b>
Customer	Vodafone Romania
Duration	10/2010 – 3/2011
Skills	Analysis, Specifications, Test strategy, Realization, Implementation
Software / Tools	Microsoft Office, Project
Description	<ul style="list-style-type: none"><li>- Change TDM Core Network into IP based systems</li><li>- Analysis of 'legacy' Hardware and Software</li><li>- Realize solution with ATCA based hardware</li><li>- Implementation of IMS, at first as 'Hosted Solution' with VDF Italy</li></ul>
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<b>Position</b>	<b>Head of Project</b>
Customer	VODACOM Inc.
Duration	10/2003 – 08/2005
Skills	Analysis, Specifications, Test strategy, Realization, Implementation
Software / Tools	Microsoft Office, Project, SAP/R3
Description	<ul style="list-style-type: none"><li>- Introduction of a UMTS Core – and Radio System</li><li>- Competitor analysis</li><li>- Migration strategy</li><li>- Implementation of the first UMTS network on the African continent</li></ul>
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<b>Position</b>	<b>Technical Project Leader</b>
Customer	IRIDIUM LLC.
Duration	10/1995 – 10/1998
Skills	Analysis, Specification, Test strategy, Realization, Implementation
Software / Tools	Microsoft Office, Project, K1197 Protokolltester, D900 Tracing Tools
Description	<ul style="list-style-type: none"><li>- IRIDIUM-satellite interface to be analyzed</li><li>- Set-up functional specification</li><li>- Software implementation and test</li></ul>

