

G. GOPALAKRISHNAN

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SNAPSHOT

Experienced in Wireless Telecom Networks start up, deployment & operation, real estate and business development. Committed to coach, lead, build-up a successful team. 2G-GSM, 3G-UMTS, CDMA, Data sites, roads, power solution (including solar, wind, hydrogen), buildings and networks design and construction experience, complemented by strong negotiation, analytical, problem solving and communication skills.

Track record of leadership, excellent results through strategic skills in driving revenue and profit growth. Demonstrated ability to identify and troubleshoot critical issues impacting productivity, cost, distribution, marketing, sales and financial operations.

Career records **over two decade** of experience in Profit Centre Management, Operations, Business Development, Telecom Projects & Operations, Sales & Marketing, Channel Management & Key Account Management in the Telecom/IT Sector in Europe and Middle East.

Capable of making an immediate **bottom-line and leadership impact**. Contributed significantly in expanding the **existing business** and capitalizing on the wealth of opportunities that the future holds. Successfully established the **strategic development goals** for the company. Conversant with the **European, Middle East & African market dynamics**. Demonstrated excellence in **identifying and evaluating companies, negotiating and closing major global contracts, tenders** and deals.

A project planner with expertise in spearheading **numerous Telecom Projects**; handled commissioning, integration, planning, operation & quality maintenance. Successfully executed projects related to microwave, radio (DSSS & DSFH), point to multipoint radio (LAN/ WAN), Expertise in BSS/OSS. Also in Multiplexer with add & drop facility, etc.

Known for ability to create and articulate corporate vision and drive teams to embrace it. Attracted talented people to take chances, believing that without creative risk taking there can be no true innovation.

AREAS OF EXCELLENCE

Strategic & Tactical Planning	Profit Centre Operations	Project Management
Business Development	Network Management	Business Alliances
Key Account Management	Techno-Commercial Functions	HRM
Budgeting	Customer Service	People Management
Installation & Commissioning	Operations & Maintenance	Liaison Work
System Design & Development	Quality Assurance & Control	Training & Development

TECHNICAL SKILLSET

- ⊕ Planning, commissioning, operations & maintenance of GSM, Lucent CDMA technology, Microwave, Radio/ Wireless Network, Broadband ISDN under Mobile/ Cellular communications coverage.
- ⊕ Traffic management, Planning & Transmission Engineering with Frequency Coverage (SACFA Clearances, Long & Short Haul HF/ VHF/ SHF links).
- ⊕ Messaging, signalling, IN prepaid systems and location based applications.
- ⊕ Electronic Data Exchange (EDI) LAN and WAN.

CAREER CONTOUR

Mar 2009 – Till Date t-Systems / T-Mobile Telecommunications GmbH, Germany as Chief Operating Officer in Germany.

- ⊕ Known for ability to create and articulate corporate vision and drive teams to embrace it. Attracted talented people to take chances, believing that without creative risk taking there can be no true innovation.
- ⊕ Took a lead role in a the fastest European UMTS (3G) network implementation in 2005
- ⊕ Experienced in Wireless Telecom Networks start up, deployment & operation, real estate and business development. Committed to coach, lead, build-up a successful team. 2G-GSM, 3G-UMTS, CDMA, Data sites, roads, power solution (including solar, wind, hydrogen), buildings and networks design and construction experience, complemented by strong negotiation, analytical, problem solving and communication skills.
- ⊕ Demonstrated ability to identify and troubleshoot critical issues impacting productivity, cost, distribution, marketing, sales and financial operations.

- Financials (Working closely with C-Level team, deliver on monthly, quarterly and annual financial goals)
- Revenue Generation (Deliver sales growth in the region)
- Expenditure (Cost and margin Control)
- Overall responsibility for directing the regional company's strategies and design for all infrastructural installation & maintenance activities
- Direct company operations to meet budget and other financial goals
- Direct short-term and long-range planning and budget development to support strategic business goals
- Establish the performance goals, allocate resources, and assess policies for senior management
- Demonstrate successful execution of business strategies for company products and services
- Direct and participate in acquisition and growth activities to support overall business objectives and plans
- Participate in capital market development, including participation in road shows, bank meetings, analyst meetings, and more
- Develop, establish, and direct execution of operating policies to support overall company policies and objectives

Aug '06- Feb 2009 Jawad Sultan Technologies LLC covering Oman and UAE and expanding to Qatar as Chief Executive Officer (CEO)

Company has executed several projects and has been associated with multinationals like AVAYA Technologies, 3M Ltd, Scientific Atlanta & OKI Electric. Company into partnership with technology leaders.

Roles and Responsibilities

- Spearheading a complete gamut of operations for ensuring maximum revenue generation and profit returns; directed technical engineers, consultants, specialists and managers.
- Functioning as a Profit Centre Head; ascertaining the smooth execution of all operations and streamlining the business into a result oriented one.
- Known for ability to create and articulate corporate vision and drive teams to embrace it. Attracted talented people to take chances, believing that without creative risk taking there can be no true innovation.
- Financials (Working closely with C-Level team, deliver on monthly, quarterly and annual financial goals)
- Revenue Generation (Deliver sales growth in the region)
- Expenditure (Cost and margin Control)
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Major Accomplishments

- Distinction of completing the prestigious PDO Project on IP Telephony, Phase I ahead of schedule.
- Adroitly handled the key clients such as Omantel, Oman Mobile, Nawras, Banks Muscat, Bank Dhofar, Bank, Royal Air Force, Royal Oman Police, etc.
- Merit of incrementing the turnover of the company almost double the previous year even during inflation. -
- Prestige of winning the Unified Communications Award by our principal for Middle East North Africa and Turkey.
- Excellent interpersonal, communications, public speaking, and presentation skills

Other Aspects

- Solid working knowledge of budgeting, sales, business development, and strategic planning
- Ability to generate respect and trust from senior management, staff and external constituencies
- An eye for infrastructural design and engineering details
- Capacity to work under sustained pressure.
- Ability to set goals, develop plans and objectives and deliver results.
- Demonstrated capacity to build productive working relationships.
- Well developed analytical and conceptual skills.
- Excellent written and oral communication skills and well developed interpersonal and presentational skills.
- A proven ability to make independent judgments, exercise discretion and make balanced assessments.
- A high level of knowledge regarding the application of technical resources for the collection of information.

Major Projects Handled

- ⊖ Electronic Recharge System for Mobile Operator
- ⊖ Satellite Telemetry & Rainfall Logging Stations
- ⊖ Network Performance Management System for Mobile Operator.
- ⊖ Roaming Verification & Test System for Mobile Operator
- ⊖ Fibre Optic Characterization/ DWDM Analyzers
- ⊖ Multi Service Access Nodes for Fixed Operator
- ⊖ MPEG2/4 DVB Video Compression Equipment
- ⊖ Rousing Alarm system
- ⊖ HF Networks
- ⊖ GSM Networks Implementation
- ⊖ Convergent Billing Solutions

Dec '03 to Aug '06 T-Systems, T-Mobile & SunTec Business Solutions, GmbH, Frankfurt am Main, Germany as Vice President – (European Operations).

Telecom/ mobile & Software Product Development Company focused on telecom and financial services sectors; it has created a unique framework to facilitate 360-degree value chain management.

Roles and Responsibilities

- ⊖ Managing multi million USD worth businesses from new opportunities as well as existing client accounts.
- ⊖ Streamlining and optimising the business development efforts in Europe; setting up strong visibility for the company and its software products in Europe.
- ⊖ Building up proper business relationships with some of the largest telecom operators and banks.

Key Highlights

- ⊖ Proved instrumental in the market segmentation as well as penetration strategies for achieving ROI & Profitability across the organization.
- ⊖ Successfully defined the processes and systems for partner management, client management and sales.
- ⊖ Instrumental in establishing and managing a remote marketing support team at the corporate office and guided the development of marketing collaterals.
- ⊖ Distinction of setting-up regional Sales Office and Customer Support Centre in Frankfurt for the clients in telecom and BFSI domains in countries such as Netherlands and UK.

Nov '00 to Nov '03 Karma Information Technologies GmbH (Frankfurt/ Main, Germany) as Vice President, (European Operations)

A global IT solutions provider having a client base in North America, Europe and Asia with the base in Germany.

Roles and Responsibilities

- ⊖ Directing the European Operations for European for setting up and expanding sales and marketing of the firm's service offerings with revenue generation of approximately 5 million Euros annually.
- ⊖ Overseeing application development, re-engineering & migration, e-commerce, maintenance, euro currency, network, system and infrastructure) with focus on Germany, Austria, France, Switzerland & West Africa).
- ⊖ Serving as a Business Development specialist in Germany, France, Austria & West Africa.
- ⊖ Carrying out the development of German market and creating large funnel of prospective clients for sales.
- ⊖ Mapping the accounts to understand their requirements and creating new business opportunities.
- ⊖ Imparting support to the sales & consulting teams for requirement analysis, proposal development and heading the delivery operations.

Key Highlights

- ⊖ Vital involvement in overseeing offshore coordination for a version change and documentation in an Insurance Tracking System for a leading Insurance Company based in Germany.
- ⊖ Successfully generated business of 5.4 million Euros within a short span of 1 year.
- ⊖ Skilfully coordinated with the multi- location & functional teams for on-time delivery, customization & maintenance of applications.

Aug'96 to Nov '00 AT&T, as Head of Engineering Operations AT&T

AT&T had brought in Cellular /Mobile phones in India as early as 1996 and had licenses for Goa & Maharashtra. They established 23 Mobile Switching Centres and many Base Stations including BSCs and BTSs.

Roles and Responsibilities

- ⊖ Overseeing the creation of mobile and cellular network infrastructure in Goa and Maharashtra; planning and monitored the time and cost budgets and ensured project completion on target.
- ⊖ Leading marketing team and franchisees for business development and setting-up Customer Care Centre.
- ⊖ Managed the projects from end to end involving;
 - RF, Network Planning, Site Acquisition under Mobile and Cellular Communications Coverage.
 - Housing, Installation and Commissioning of appropriate switching and radio equipment.

- Formalizing the legalities with respect to line of sight and radio.
- Frequency coverage in all aspects of SACFA clearance.
- Establishing and commissioning Mobile Switching Centres, BTSs & BSCs.
- Erection of towers, mounting GSM Antennae, Minilink, Microwave Link, Power Equipment and ACs.

Key Highlights

- ⊕ Successfully tested and enhanced the network and traffic.
- ⊕ Worked towards developing the equipment security systems ensuring legal compliance; obtained clearances from government bodies.
- ⊕ Vital role in recruiting and managing the multi-functional teams for the start-up operations.

Dec '85 to Aug '96 Indian Army, All over India as Colonel (IT & Telecommunications Division)

Roles and Responsibilities

- ⊕ Serving as a member of pioneering team that introduced Information Technology in the Army.
- ⊕ Establishing integrated communication networks based on radio, radio relay, line communications/ telephone exchanges, trunk lines and microwave routes.

Key Highlights

- ⊕ Successfully designed the sophisticated simulation software for war games and digitized maps.
- ⊕ Adroitly developed the software applications for Automated Message Switching, Officers' Management, Equipment Management, Vehicle Management, etc.

ACADEMIA

1986 MBA (Business & Marketing Management) from AIMA
1983 M.E Computer Science from MCTE
1981 B. Tech (Electronics & Telecommunications)

PERSONAL DOSSIER

Permanent Address : Vattathara House, Karuvatta South P.O, Alleppy District, Kerala 590617, India