

Esther MARTINEZ SANZ

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SKILLS SUMMARY

- 18 years of experience in the Mobile Phone Sector.
- Expertise: Smart Card, SIM/USIM, GSM/UMTS/LTE, NFC (card, TSM, business model), M2M, Mobile Applications, Mobile Payment Applications.
- Project management.
- Pre-sales and post-sales technical support.
- Product management
- People management of local and remote teams.
- Languages: Spanish, English and notions of Portuguese.

WORKING EXPERIENCE

11/10 - 06/14 **VALID S.A.**

Head of Technical consultant Team. Telecom Division.

Project Management, pre-sales and post sales technical support on smart-card-based products.

Management of a team based in 5 countries: Spain, Brasil, Colombia, USA, Mexico addressing mobile operators (Telefonia Group, America Movil Group, TIM Brasil, OI Brasil, Personal Argentina, Vodafone Group, Orange Group, Tmobile....).

02/10 – 11/10 **Microelectronica, an ABNote Group company**

Head of Technical consultant Team.

ABNote completed Microelectronica adquisition (formerly a Sandisk subsidiary) on February 10th.

Microelectrónica is now VALID

06/07 -02/10 **Sandisk**

Field Application Engineering Team leader

11/05-06/07 **MSystems LTD**

Field Application Engineering Team leader

M-Systems (M-systems acquired Microelectrónica Española)

11/96-11/05 **Microelectrónica Española (Smart Cards manufacturer)**

2001-2005 GSM/UMTS Applications Technology & Customer Technical Support Manager

1996-2001 Smart Card Personalization Software development Engineer

EDUCATION

Universidad Politécnica de Madrid
Engineer, Telecommunications
1993-1996

PROFESSIONAL SKILLS AND KNOWLEDGE

- Expertise: Smart Card, SIM/USIM, GSM/UMTS/LTE, NFC (card, TSM, business model), M2M, Mobile Applications, Mobile Payment Applications.
- Project management for mobile operators (manage the project until the operator approval for the customized product, define the operator specific product, perform the product customization, certification....).
- Pre-sales and post-sales technical support (get technical requirements, RFQ/RFI process, workshops, customized technical presentations, technical consulting new projects, technical point of contact...).
- Product management.
- People management of local and remote teams.
- Strong technical and analytical skills.
- Self-motivated professional, customer oriented, proactive, team player and positive attitude.

LANGUAGES

Spanish, English and notions of Portuguese.