Contact

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Top Skills

Django
Python
JavaScript

Languages

Portuguese (Native or Bilingual)
English (Native or Bilingual)
Spanish (Full Professional)

Publications

Gerenciamento de Dados e Software
Inteligente aplicados aos Sistemas
de Smart Grid

Rodrigo Ornellas

Full Stack Web Developer
Vancouver, Canada Area

Summary

• Relevant experience at OSS domain but not limited to it. Strong experience in Telecommunication Networks solutions understaning PSTN networks, cable TV, xDSL, ATM/IP, GSM, UMTS, fixed/mobile convergence (IMS, VoIP. Responsible for Marketing Presentation, Consultative Selling, Proposal Elaboration, Pricing Analyzes and prospection and development of opportunities.

• Customer proposal request experience (RFx), strong human and interpersonal skills and proactive, communicative, Team Player, Self-learning, Business and Customer oriented. My activities also include the development of solution presentations, workshops, and development of proposals, configurations and budgetary estimations.

• IT and Telecommunications Solution Specialist:
o Software Solutions,
o OSS (Operation Support Systems),
o NMS (Network Management Systems)

• Specialties:
o Business Development,
o Product Presentations,
o Business Analysis,
o Risk Analysis,
o Process Analysis,
o Pricing Composition
o Bid Management

• Support the local sales team in the qualification of opportunities
• Preparation of Technical/Marketing documentation
• Offer preparation and responding to RFP / RFI / RFx
• Experience in networks such as: ADSL, PSTN, Cable Networks, ATM/IP, GSM, UMTS and mobile/fixed convergence (IMS, VoIP).

• Experience of working across different organization/teams in a multi-cultural & matrix and international environment.
• Experience in webdevs HTML, XML, CSS, Python and Django
• Extensive product demonstrations/presentations for customers (Portuguese, Spanish and English sessions)
• Provide market feedback to Business Line
• Awareness and understanding of current standards and practices in the Telecommunications and IT industry (3GPP, eTOM, NGOSS, ITIL).

(Pre-Sales Consulting, Technical Sales, Pre-Sales, Sales Engineer, Product Manager, Product Specialist)

Experience

Wipro
Pre-Sales Manager / Solution Architect
June 2015 - June 2017 (2 years 1 month)
São Paulo Area, Brazil

Itron
Product Executive
January 2013 - January 2014 (1 year 1 month)
Product Manager for Itron Enterprise Edition Meter Data Management (IEE MDM) solution in the region aligned and supported by Global Product Management team. Supporting local sales teams, responding RFPs (Request for Proposal) and creating SoC (Statement of Compliance). Advertising and demonstrating Itron's products and solutions to Brazilian utilities. (VEE / Mediation / Rating / Integration / XML / SmartGrid)

Understanding the utility's needs, mapping involved business processes and dimensioning solutions and applications. Supporting implementation by feeding the implementation team with the understanding of the utility's processes to integrate the MDM solution to the customer environment, applications and systems.

Responsible for the study to nationalize a next generation residential electrical meter from USA. Determined and negotiated with USA product team the implementation of Brazilian specific legal requirements.

Amplytech Serviços Técnicos e Comércio Ltda
Business Process & Tools Analyst
May 2012 - August 2012 (4 months)
São Paulo Area, Brazil

Relevant participation on a turn-around project revising the company's strategic plan and in the identification and revision of several production processes.

Review, organization and alignment of data between the CRM (Customer Relationship Management) and BPM (Business Process Management) tools allowing a real follow up of the production process, service delivery processes.

Nokia Siemens Networks
OSS Solution Manager
April 2007 - April 2012 (5 years 1 month)

Solution Manager responsible for establishing technical relationship with the customer to improve NSN sales and market share. Responsible to support and search for opportunities to enhance customer operations, processes and OSS solutions making use of NSN full portfolio of products and services (such as Network Management System, Service Management, Service Assurance, Device Management, Inventory Management, Provisioning and Process Automation).

Involved on sales strategy definition, sales predictions, project management, customer presentations, solution design and offer preparation (risk analysis, costs definition and price preparation).

Responsible for presenting product solutions, bid management and build the best solution to comply with RPF/RFIs technical proposal. Responsible for technical risk analysis, cost composition and pricing management.

Siemens
OSS Technical Sales (Pre-Sales)
August 2005 - April 2007 (1 year 9 months)
São Paulo Area, Brazil

Member of the Center of Competence (CoC) for Latin America Technical Sales team. I supported Siemens headquarter (Germany) to enhance the product knowledge in the region by attending to Siemens Local Teams in different Latin American countries. We provided advanced technical sales support,

ministered customer presentations, offer preparations and support on RFP/RFIs.

Sales engineer responsible for OSS applications portfolio to support Siemens network equipments (Packet Core, IP based products, 2G and 3G networks).

Responsible for promoting the knowledge of OSS solutions to clients and Siemens commercial teams in Latin America. With extensive product presentations in Portuguese, Spanish and English. Responsible for tendering (proposal) activities and technical sales to telecom operators in the region. Deeply involved in RFP/RFI responses and proposal preparations.

Alcatel Telecomunicacoes
Product Engineer
December 1998 - August 2005 (6 years 9 months)

>> Integration Project Manager - (August/2004 – August/2005)

Responsible for the coordination of technical proposals for operators of the transportation market (supplying solutions to railway, subway, highway and airport operators) with telecommunication products and solutions. Responsible for risk analysis, defining the project financial and implementation plan, cost estimation, profitability and price composition.

>> Product Manager   (October/2003 – August/2005)

Product Manager responsible for OSS (Operation Support Systems) solutions. Sales Support, customer presentations, participation on Proof of Concepts (PoC) and technical offer preparation and participation on RPF responses.

Responsible for Proof of Concept preparation for the Telefonica SIGRES project with AXIOSS Provisioning Solution. Preparation which demanded a trip to Alcatel France and AXIOSS in England.

>> Product Engineer   (June/2002 – October/2003)

Responsible for technical sales and discussions, customer presentations, technical solution design and offer preparation for Alcatel Fixed Network Solutions (Fixed Switches, NGN Switches and STP – Signaling Transfer Points).

>> Operation Engineer   (December/1998 – June/2002)

Responsible for tests and v5.2 signaling equipment certification. Technical support to commercial areas. Participation on the testing process for validation of the S12 Switch database production tools in Spain.

Relevant participation on a Proof of Concept for Telefonica to demonstrate Alcatel's Voice over IP (VoIP) NGN (Next Generation Networks) equipments and solutions (with protocols: H.248/ Megaco, SIP-T)

Responsible for the technology transfer of the v5.2 protocol module of the Alcatel S12 Telephone Switch from Alcatel's Labs in Spain to Brazil.

Resident engineer responsible for the coordination of the field implementation of Alcatel's first S12 Switch with v5.2 technology with interconnection with WLL remote modules for Telefonica.

Arthur Andersen & Co.
Accounting & Financial Auditor
December 1997 - December 1998 (1 year 1 month)

Financial and Accounting auditing for medium and large companies (COSIPA) of the private sector.
Business Audit training course in the Chicago at Arthur Andersen office – June 1998.

IWB Institute at Technical University of Munich
Trainee / International Exchange
September 1996 - December 1996 (4 months)
Munich e Região, Alemanha

Participation on the research and development project (at IWB - Institute for Machine Tools and Industrial Management) for the design of a new production unit for wrist watches in Germany. Responsible for the software integration of a visualization system (camera) mounted on the robot to controle the robot's movement. The integration allowed the robot to visually identify parts, automatically move to the objects position, grab the each object and position it on the mounting area.

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Education

Langara College

Post Degree Diploma, Web & Mobile App Design and
Development · (2017 - 2018)

Fundação Getúlio Vargas
Short Extension, Marketing · (2005 - 2005)

Faculdade de Engenharia Industrial
Bachelor of Engineering (BEng), Eletrical Engineering · (1992 - 1997)

Leland High School
San Jose, California , High School/Secondary Diplomas and
Certificates · (1989 - 1992)

Colegio Notre Dame de Campinas
Junior High/Intermediate/Middle School Education and
Teaching · (1980 - 1989)