**MAX LEIVA**

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**Chief Technical Officer**

Results-driven technology leader with demonstrated success driving innovation and positive change.

Over 15 years of experience as CTO, CIO, and CEO in technology sectors.

Proven track record of building high-powered organizations capable of delivering complex solutions across multiple product lines, with a high degree of quality, scalability and reliability.

Great experience building partnerships and engagement with stakeholders. Good communication, and presentation skills. Well-rounded personality. Generates positive teamwork and employee engagement.

**Specialties:** Product development, Technical Support, Sales Engineering, Software development, Datacenter operations, Cloud computing, Enterprise architecture, Organization development, Digitalization, ITIL, 4G/5G Networks, Satellite Communications, Fiber and Cable TV networks.

**PROFESSIONAL EXPERIENCE**

**SES NETWORKS September 2018 – PRESENT**

*SES is the world-leading satellite operator, with $8 billion market cap, and $2.3 billion in Revenues.*

**Enterprise Segment Manager – Americas** (2018 – Present)

* Generated incremental business revenues of $600 million by introducing new products for Enterprise IP Connectivity and Cloud based services
* Introduced and delivered an innovative digital platform for providing Internet connectivity to Virtual Satellite Network Operators. This service is adding $500 million in revenue growth in the next 3 years. Received recognition from senior leadership team.
* Delivered a state of the art solution for providing Wi-Fi connectivity in very remote areas of Latin America through satellite. This service is adding $100 million in revenue growth in the next 3 years.
* Leading the idea funneling process, product development sprints for the Fixed Data Segment in the Americas.
* Strong management of the Product Lifecycle process for the Fixed Data Segment.

**BRIGHTSTAR CORP. April 2013 – September 2018**

*Brightstar Corp. is part of Softbank Corp, and is the world’s largest specialized wireless distributor.*

*Softbank Corp is the 72nd largest company in the world with $86 billion in Revenue.*

**Chief Information Officer, Americas**

* Increased revenue growth by 65% annually through the introduction and delivery of new digital platforms to service Apple and Sprint.
* Saved $20 million in annual costs by transforming and eliminating 23 ERP instances in Latin America and centralizing everything into 1 ERP..
* Introduced and delivered a MPLS network globally.
* Reduced annual operating costs by $10 million by consolidating datacenters, and migrating into the Cloud.
* Hired, developed and motivated a team +200 technology resources for agile software development, QA, and ITIL operations and support. Achieved employee engagement index of 95%.
* Introduced Big Data for our Supply Chain Services.
* Reduced operating costs by $35% by delivering IT Managed Services for Infrastructure support.
* Strong delivery of hundreds of complex Projects (with thousands of tasks) using Agile and Waterfall methodologies.

**MILLICOM INTERNATIONAL CELLULAR SA July 2008 – April 2013**

*Millicom International Cellular is a company providing communications, entertainment, financial and e-commerce services in emerging markets in Latin America and Africa under the Tigo brand. Annual revenues of $6 Billion.*

**Global Chief Technology Officer**, Luxembourg (Headquarters)

Invited to join the Company headquarters by the President and CEO to bring experience, growth and overall technical strategic direction. Direct reports included Network and IT areas.

* Accelerated revenue growth to 35% CAGR by delivering new technology 3G/4G/LTE, FTTH, HFC, Internet/TV networks in Latin America, Africa and Asia.
* Grew revenues by 35% CAGR by introduced and delivering dozens of value added services including Tigo online, Tigo cash, Tigo remittances, Tigo lends you, Tigo music, Tigo TV, among others.
* Reduced operating costs by 35% annually by consolidating Datacenters, maximizing Cloud and Managed Services, reducing network costs.
* Achieved $1 billion in savings by introducing a Directed strategic supplier management and procurement program.
* Achieved 95% technology employee engagement/satisfaction. Grew dozens of very capable technology leaders globally. Created employee engagement programs.
* Delivered thousands of miles of fiber optic backbone to accelerate our Broadband strategy and revenue growth. Expanded fiber-optic and cable footprint in Latin America and increased penetration of Internet and digital cable TV. At the same time drove higher Internet speeds using FTTH and HFC DOCSIS technologies for superior quality of experience.
* Introduced and delivered a plan to merge all owned and acquired network assets in Central America. Prior 2008, several different networks co-existed from Tigo, Amnet, Navega and other acquired companies. These networks, including its fiber-optics backbones, different technologies, datacenters and international gateways were merged into One Network. This achievement resulted in $100 million network savings and monetization.
* Reduced operating costs by 35% annually by introducing and delivering new ERP, CRM, and BSS/OSS systems, and dozens of digital applications.
* Achieved 30% discount in corporate insurance premiums by delivering business continuity and disaster recovery planning.

**MILLICOM INTERNATIONAL CELLULAR SA September 2003 – July 2008**

**Country Manager**, El Salvador

Total P&L responsibility for $400 million revenue, 500 people company. Direct reports included sales, marketing, finance, HR, legal, engineering, and Customer Operations Teams.

* Grew Revenues and income by over 40% CAGR, by introducing and developing hundreds of products for different customer segments.
* Grew EBITDA margin to 48%, one of the largest in Latin American cellular industry.
* Grew subscriber base by 221% from 2005 to 2008. Delivered and introduced a Fast Moving Consumer Good strategy of Affordability, Accessibility, and Availability (AAA) for subscriber and revenue growth.
* Introduced and delivered a new 3G network with national coverage. Exceeded all timing expectations.
* Increased corporate segment Revenue by 130% during the period. Selected by CEO as Board Member of sister company Navega, focused in corporate and government sector.
* Delivered the flawless acquisition of AMNET Cable in LATAM, a 600,000-subscriber company in the residential cable TV/Internet segment ($500M deal).
* Increased employee engagement to 96%, and Customer Satisfaction Index to 95%.
* Introduced a new brand, called “Tigo”, that still exists today. The “Tigo” brand was recognized as number 1 in the country by 2005.

**MILLICOM INTERNATIONAL CELLULAR SA July 1998 – September 2003**

**Internet Business Unit Director**, El Salvador

* Awarded this new position by the CEO to introduce a new Internet business unit, while continuing to be the Director of Cellular Network Engineering.
* Created and introduced an Internet business in only 4 months, and became the first Internet Service Provider in Millicom globally. Received excellence award from the CEO. Appointed Internet Coordinator for all Latin America by Millicom’s COO.
* Introduced more than twenty new products and services, including VPN services for corporate segment, national Wi-Fi hotspots, Miespacio.com for providing webpages to corporate segment, free Webmail, Phonemail, Radio Online, Gamezone, Wow portal, and other services that positioned Millicom very quickly as the number 1 ISP in the country. Produced Annual Revenues of $15 million by 2003.

**MILLICOM INTERNATIONAL CELLULAR SA February 1992 – September 2003**

**Director, Cellular Network Engineering and IT**

* Headed the design, delivery and introduction of the first cellular network in El Salvador, recognized as one of the most difficult deployments due to its geography and political unrest. Exceeded all delivery expectations.
* Received an Excellence Award from Millicom’s Founder and Chairman of the Board for technical contributions made in Millicom El Salvador, Guatemala, Estonia and Lithuania.
* Received Employee of the Year award by the CEO.

**EDUCATION**

**MBA** - 2003

Pontificia Universidad Catolica De Chile (PUC) - 2003

*Valedictorian. Winner of 1st place Award.*

**B.S. Electrical Engineering –**1990

Virginia Tech, Blacksburg, VA

**EXECUTIVE TRAINING**

**Executive Leadership program -** 2012

Stanford University, California

**Marketing Advanced Program** (8 month program) - 2000

PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE (PUC)