

# Constantinos Panayiotou

## Personal Details

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## Career Summary

Organisation	Position	Period
SIGOS GmbH	Product Marketing Manager	Jul. 2017 to current
RADCOM Ltd	Pre-Sales Manager	Sep. 2016 to Jul. 2017
SIGOS GmbH	Key Account Manager	Sep. 2012 to Sep. 2016
Ericsson AB	Service Delivery Manager	Jan. 2008 to Jan. 2012
Siemens AG	Telecommunications Engineer	Jul. 2005 to Jan. 2008
MTN Cyprus	Telecommunications Engineer	Apr. 2004 to Jul. 2005

## Transferable Skills

**Organizational skills:** Orderly approach to organising priorities, workload and strict timelines efficiently.

**Teamwork skills:** Consistent record of fostering collaboration among cross-functional teams and across multiple constituencies. Known to bring the right measure of enthusiasm and can-do attitude for all assigned tasks.

**Analytical skills:** Exceptional analytical skills with attention to detail combining business acumen with technical expertise in support of enterprise goals. Deep analysis of cellular IoT Market, Competitors, P&L and Cost of Ownership.

**Communication skills:** Ability to communicate effectively across hierarchies in the organisation; up to management, out to customers and down to all levels of employees. Listening carefully to customers and understand their challenges and pain points. Translate these challenges to win-win business solutions with the Return on Investment forecast.

**Technical Skills:** Mobile Technologies e.g. LTE, Cat M1, NB-IoT, eMTC, MS Office, SaaS solutions, Salesforce.

## Qualifications

Year	Qualification	Organisation
2004	MSc Electrical Engineering ( <i>Level in NZQF terms: 8</i> )	Arizona State University
2002	BSc Electrical Engineering ( <i>Level in NZQF terms: 7</i> )	Arizona State University
1997	Higher National Diploma in Electrical Engineering	Higher Technical Institute

## Relevant Training

Year	Course	Organisation
2018	Strategic Selling	McKinsey & Company
2011	Time Management	Ericsson (via 3 <sup>rd</sup> consulting firm)
2005	Network Operations & Optimization	Siemens

## Work Experience

Dates: July 2017 to current

Employer: SIGOS GmbH, Germany

Position: Product Marketing Manager

Responsibilities & Achievements:

- Developed the product marketing plan for the IoT Service Assurance solution.
- Analyzed sales data, market performance and suggested improvements to executives.
- Identified ways to enable the sales organization with Use Case based value propositions.
- Executed the Gross Profit Margin strategy and re-designed the pricing model of BU's solutions.

Dates: September 2016 to July 2017

Employer: RADCOM Ltd, Germany

Position: Pre-Sales Manager

Responsibilities & Achievements:

- Delivered technical and commercial response to complex NFV/SDN tenders related to the company's cloud-based service assurance solution.
- Engaged with customers at different levels and demonstrated the solution benefits and competitive advantage.
- Supported the regional sales director in customer executive meetings as technical expert.

Dates: September 2012 to September 2016

Employer: SIGOS GmbH, Germany

Position: Key Account Manager

Responsibilities & Achievements:

- Exceeded the sales quota for the assigned accounts in the Sub-Saharan region for three consecutive years.
- Made the biggest single sales booking in the company's history in 2015.
- Delivered effective presentations for the company's product portfolio and commercial offers to key stakeholders.

Dates: January 2008 to January 2012

Employer: Ericsson AB, Cyprus

Position: Service Delivery Manager

Responsibilities & Achievements:

- Improved customer satisfaction on all delivered services for three consecutive years.
- Refined internal costs for all customer support contracts with optimized SLA.
- Overseen the performance of support services towards the assigned accounts.

Dates: July 2005 to December 2008

Employer: Siemens AG, Cyprus

Position: Telecommunications Engineer

Responsibilities & Achievements:

- Lead the Operation and Maintenance of 3G radio network.
- Consistently translated customer issues into effective troubleshooting methods.
- Analyzed the results of drive service testing and suggested ways to optimize the quality of the radio network.

Dates: April 2004 to July 2005

Employer: MTN Cyprus (now Monaco Telecom), Cyprus

Position: Telecommunications Engineer

Responsibilities & Achievements:

- Involved in the first installation and operation of the mobile core network equipment.
- Documented the procedures for operating the Core Network systems and associated applications.

## Positions Sought

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Business Development Manager

Commercial Analyst

Customer Success Manager

Service Delivery Manager

## Interests

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Traveling

Volunteer Work

Reading – autobiographies

## Referees

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Name: Andreas Neocleous  
Company: Cyprus Telecommunications Authority  
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